

Billboard

THE INTERNATIONAL NEWSWEEKLY OF MUSIC, VIDEO, AND HOME ENTERTAINMENT • DECEMBER 8, 2001



PHOTO BY DAVID GARR

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A Portrait of the Artist
By Timothy White

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Management: Jeff Hanson and Jeff Cameron for [illegible]

 **Developing Career Artists**

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Billboard

NEWSPAPER

THE INTERNATIONAL NEWSWEEKLY OF MUSIC, VIDEO, AND HOME ENTERTAINMENT

DECEMBER 8, 2001



CARLOS VIVES, CENTER, AND HIS BAND, LA PROVINCIA

Latin's Back-To-Roots Music

Acts Explore New Fusions Of Sophistication And Tradition

BY LEILA COBO

MIAMI—It used to be that, to a great degree, Latin pop and rock took their cues from what went on north of the border, adapting everything from arrangements and orchestrations to production values and sounds that would eventually work for a crossover hit.

But increasingly, Latin pop acts are going back to their roots in search of new fusions of sophisticated pop and rock with the populist sound of Latin music's folkier, massive-selling genres. At the same time, more traditional acts are doing the reverse, borrowing from pop, R&B, and rock to reinvigorate their sound and expand their reach.

Call it haute couture meets the Gap, but what might have been considered experimentation a few years ago is now a commercially successful trend that shows no signs of abating.

This year's success stories on the *Billboard* Top Latin Albums chart include EMI's *Thalia Con Banda—Grandes Exitos*, a collection of the pop diva/soap star's greatest pop hits set to popular *banda* music, and A.B. Quintanilla and the *Kumbia Kings'* *Shhh*, a mix of Tejano *cumbia* with R&B grooves.

There's also Paulina Rubio's *Paulina* (Universal), which features the former teen group singer and starlet

(Continued on page 98)

Radio Industry Tries To Cope With Cutbacks

BY ANGELA KING with DANA HALL, MARC SCHIFFMAN, and BRAM TETTELMAN

Airplay Monitor

NEW YORK—Even those broadcasters who survived the recession of the late 1980s and early 1990s say they are shaken by the budget cutbacks and layoffs that have hit radio stations across the country and across the board in recent weeks. Those who survived these cuts now find themselves trying to keep their remaining staffers focused and attempting to do more with less—especially since few view the current cuts as temporary.

NEWS ANALYSIS

In recent weeks, broadcast giant Clear Channel has seen positions consolidated in New York City (where top 40 WHITZ operations manager Kid Kelly exited), Philadelphia (where R&B WDAS-FM PD Steve Williams leaves after just six months on the job), Cleveland, San Francisco, Boston, Chicago, and other markets.

And more cuts are likely: Several Clear Channel sources were unable to discuss on the record the current rash of layoffs since they were soon to face the same difficulty

(Continued on page 97)



Curb Re-Signs LeAnn Rimes

BY PHYLIS STARK

NASHVILLE—Somewhere between the themes of such career-spanning Curb Records hits as "Blue," "Big Deal," and "Commit-

ment" may lie the ultimate lessons thus far in the tumultuous story of LeAnn Rimes' success. After a year of battling in court to be free of the contract she signed with Curb at

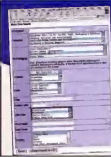
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BILLBOARD EXCLUSIVE

AOL Time Warner Merger, One Year Later: Page 4 • Thanksgiving Retail Report: Page 10 • Billboard Music Awards Preview: Page 28

LATIN MUSIC 6 PACK
SPANISH RADIO NETWORKS
FOLLOWS PAGE 52

RAP & HIP-HOP
BEGINNINGS ON PAGE 33



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HOFFMAN

Mixed by John Hoffman for Discreetly Productions, Inc. Post-Production and Mastering by John Hoffman. India.Arie, courtesy of Atlantic Records, a Division of UMG Recording Inc. "Cuttin' Heads" is a UMG Recording. © 2001 UMG Recording Inc.

Top Albums

ARTIST	ALBUM	PAGE
THE BILLBOARD 200		
CREED	Weathered	84
RICHARD JOY	Billy Jean's Jamboree & Delusions	86
ANDREA BOCELLI	Canti Di Toscana	88
GARTH BROOKS	Scarecrow	89
VARIOUS ARTISTS	Peace	91
G.DEP	Child Of The Ghetto	93
MANNHEIM STEAMROLLER	Christmas Extravaganza	95
CREED	Weathered	99
DIANA KRALL	The Look Of Love	98
BONEY JAMES	Ride	98
KIDZ BOP KIDS	Kidz Bop	98
MARC ANTHONY	Libra	98
ENYA	A Day Without Rain	98
KENNY G	Feelin' A Holiday Album	99
MICHAEL JACKSON	Invisible	99
Q BROTHER, WHERE ART THOU?		99

Top Singles

ARTIST	TITLE	PAGE
MARY J. BLIGE	Family Affair	91
ENRIQUE IGLESIAS	Hero	92
FIVE FOR FIGHTING	Supernova (It's Not Easy)	92
TOBY KEITH	I Wanna Talk About Me	93
DESSERT	Letter 'Ya Mind Go	97
MAXWELL	Lifetime	97
ALJANDRO FERNANDEZ	Tuella Pasa	97
USHER	U Got It Bred	97
STRIP NINE	Dance Wit' Me (Where My Tribe At)	97
NICKELBACK	How You Remind Me	97
NICKELBACK	How You Remind Me	97
MARY J. BLIGE	Family Affair	97

Unpublished

ARTIST	ALBUM
STEVE ARNOLD	Unpublished
MANNHEIM STEAMROLLER	Christmas Extravaganza
DONNIE McCLELLIN	Live in London And More...
VARIOUS ARTISTS	Now That's What I Call Christmas!
BRITNEY SPEARS	Britney: The Videos
BOB MARLEY AND THE WAILERS	One Love
BAKA MEN	Who Let The Dogs Out

Top of the News

Word Entertainment is sold to the Warner Music Group.

Artists & Music

10. Executive Turntable: Alex Miller is promoted to senior VP of BMG Heritage.

20. Busta Rhymes makes his! Records debut with *Genesis*.

20. The Beat: A crop of new Christmas albums provides the sounds of the season.



15 JOHN MELLENCAMP 2001 CENTURY AWARD WINNER

22. Roxascore: Elton John grosses \$2.8 million from three Mexico City shows.

22. Second Tracks: Columbia's *The Concert for New York City* two-disc set hits the record bins.

27. The Classical Score: Chanticleer offers its latest teldec release, *Christmas With Chanticleer*.

AR. R&B: Bell Biv DeVoe return

with *BBD*, their debut for Universal.

50. Words & Needs: Fat Joe revisits his hardcore roots with *L.O.S.E. (Jealous Ones Still Envy)* on Atlantic.

52. Songwriters & Publishers: New York City-based Sound Advisors pitches songwriters' material for TV, radio, and more.

53. Reviews & Previews: The Mark Twain soundtrack, Rickie Lee Jones, and Busta Rhymes take the spotlight.

56. Beat Box: *Masters At Work Presents West End Records: The 25th Anniversary Mastermix* arrives on West End Records.

58. Country: Legend Records takes a look at the Singer-Songwriter career of Merle Kilgore.

61. Latin Notes: Marc Anthony's latest release sparks questions about songwriting credits.

62. Jazz Notes: Bono Fide returns with *The Poe House*, its sophomore effort for N-Coded/World.

67. Studio Monitor: Mickey Hart creates 5.1 mixes of classic Grateful Dead for DVD-Audio.



53 RICKIE LEE JONES

International

69. Ami Suzuki's "disappearance" sheds light on the negative side of the Japanese music industry.

72. Hits of the World: *S. Club 7's "Have You Ever"* debuts atop the U.K. singles chart.

73. Global Music Pulse: Detroit's White Stripes become media darlings in the U.K.

Merchants & Marketing

75. Video games allow artists to promote music to a larger audience.

76. Declarations of Independents: Indie labels look for new distribution following the closure of DNA and Emerge Distribution.

77. Retail Track Trans: World is not deterred by weakened third-quarter figures.

79. Home Video: *Moulin Rouge* makes its DVD-Video debut.

Programming

83. Music Video: *Tina's new*



53 RICKIE LEE JONES

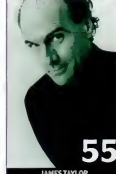
show, *The Score*, highlights the relationship between film composers and directors.

Features

8. Market Watch

82. Classifieds

82. Update/Good Works:



JAMES TAYLOR

Destiny's Child and BBMAK are among the pop acts participating in the Scholastic Book Club's Race for 2002 read-a-thon.

85. Between the Bulletts: Nickelback earns Greatest Gains/Airplay honors for the second time in three weeks on *The Billboard* Hot 100, with "How You Remind Me."

102. The Billboard Backbeat

At a Glance

91. Chart Artist Index

96. Chart Song Index



15 JOHN MELLENCAMP 2001 CENTURY AWARD WINNER

HERO'S WELCOME: After vaulting 11-4 last issue, Enrique Iglesias' "Hero" (Interscope) goes all the way to No. 1 on the Adult Contemporary chart, giving the artist his first AC chart-topper. Iglesias' previous best on this chart was his duet with Whitney Houston, "Could I Have This Love Forever," which peaked at No. 10 in August 2000. Iglesias' other AC chart entries were "Bailamos," No. 14 in November 1999, and "Be With You," No. 27 in August 2000.

At the other end of the AC tally, the anchor song marks the first appearance on this chart by jazz vocalist Diana Krall. Her rendition of Bart Bacharach and Hal David's "The Look of Love" (Nonesuch) is new at No. 30. The song was originally written by Danny Springfield for the film *Casino Royale*. Back in the days when the AC chart had 40 positions, Springfield's single peaked at No. 31. That was in 1967; the following year, a cover version by Sergio Mendes & Brasil '66 spent five weeks at No. 2.

BACK TO TEMPT'Y: Only one Motown act from the 1960s is still actively recording for the label—not just recording, but charting too. Personnel has changed many times, and four of the five members are not the originals, but the Temptations score their 45th chart entry on *The Billboard* 200. *Awsome* enters at No. 140, just 16 months after *Run-Avout* peaked at No. 34.

This new set includes "A Love I Can See," which pays homage to a classic track, "I Want a Love I Can See," a tune included on the

very first Temptations' album. *Meet the Temptations* debuted on the *Billboard* album chart the week of May 9, 1964, giving the group a chart span of 37 years and seven months.

On *R&B/Hip-Hop Albums*, *Awsome* enters at No. 27 and becomes the group's 48th title to make the chart. Because the R&B albums chart wasn't introduced until January 1965, the Temptations have a slightly shorter chart span when it comes to R&B. The quintet's first chart entry was *The Temptations Sing Smokey*, as in *Robinson*, who wrote many of the group's biggest hits. That album debuted the week of March 27, 1965, giving the group an R&B chart span of 36 years, eight years, and two weeks.

STONE ALONE: Mick Jagger's fourth solo album opens at No. 39 on *The Billboard* 200. *Goddess in the Doorway* marks his Virgin label debut and is his first solo album to chart since *Wandering Spirit* peaked at No. 11 in February 1993.

Jagger's solo career stretches back 16 years, seven months, and three weeks, to the debut of *She's a Boss* in 1985. Counting his work with the Rolling Stones, Jagger's album chart span is almost as long as the Temptations. England's Newest Hitmakers introduced the Stones to the *Billboard* album chart the week of June 27, 1964, just seven weeks after the debut of *Meet the Temptations*.

More Fred Bronson each week at www.billboard.com.

Press Conference

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Tiscali Launches Europe-wide Digital Music Operation

BY JULIANA KORANTENG

LONDON—Subscription-funded digital music hit its stride in Europe Nov. 23, when Italy's Tiscali became the first Internet service provider to announce a Europe-wide operation—the result of a partnership with Q2's Peter Gabriel's digital distribution service provider.

Tiscali Music Shop (TMS), which kicks off Dec. 18, follows Vitaminic, another Italian venture that unveiled a subscription service in April. But the results it will be streaming or downloading music, or £10 (\$14) a month for 60 tracks. Downloaded tracks expire after 30 days.

In addition, customers may opt to access TMS' entire digitized library and select their own personalized playlist of a fixed length for similar monthly rates. Another option is a pre-programmed playlist of 10 songs for £1.50 (\$2.12) a month. Soru believes that if only 5% of Tiscali's customers use TMS, it will be immediately profitable.

As an alternative to these rental systems, TMS users can purchase and download individual tracks for copying onto their PCs or burning onto blank CDs. In the future, the technology will distribute music videos, interviews, and pay-per-view live concerts.

Each track is licensed, encrypted, and delivered via Microsoft's Windows Media players, which have about 200 million users worldwide. Payment can be made via credit cards or Tiscali's proprietary pre-paid NetCard.

Charles Grimsdale, Q2's managing director, explains that not all the labels' repertoire will be available from the first day. The service, which begins in the U.K. and Italy before rolling out to Tiscali's other markets, will initially offer rock, pop, world music, and selected dance tracks. He also surmises that today's chart artists are much more likely than back-catalog acts to agree to

who has been buying your records."

TMS has access to repertoire that Q2 has licensed from EMI, BMG Entertainment, and independent labels V2 and Mushroom Records, as well as Britain's own Realworld Records. In addition, there is agreement with Gabriel's Assn. of Independent Music, which represents more than 500 independent labels.

TMS registered customers receive a regularly updated playlist for £5 (£7) a month, from which they can select 25 tracks for streaming or downloading music, or £10 (\$14) a month for 60 tracks. Downloaded tracks expire after 30 days.

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SORU, LEFT, WITH GABRIEL

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make their works available for TMS. Although Musix, Tiscali's own online music service, hasn't made an impact, the company's ambitions became clearer when it Webcast a live U2 concert Oct. 5 from Indiana.

"The Internet is a media for crossing boundaries," says Soru, who chastises the investment community for neglecting the sector. "Finance people still don't understand the Internet, which is going to be very useful for several things in the future. And I'm sure that it will still be fantastic for distributing digital content."

In response to TMS' potential rivalry, Chris Cass, managing director of Vitaminic's U.K. office, says: "I don't think consumers will be interested in paying a monthly fee that doesn't allow them to keep music they're paying for, especially when you can still get it free on certain sites."

Sale To Warner Brings Word Into Major Leagues

BY DEBORAH EVANS PRICE

NASHVILLE—After months of fielding offers from prospective buyers, Gaylord Entertainment has sold Word Entertainment to Warner Music Group (WMA) for \$84.1 million. The deal is expected to close in January 2002.

Word Entertainment includes Nashville-based Word Records, Word Publishing, Word Distribution, and Squint Entertainment. Silence None the Richer, Point of Grace, Jaci Velasquez, Rachael Lampa, Nicole C. Mullen, and Cindy Morgan are among the artists represented by the Word labels.

Malcolm Mimms will remain president of Word, reporting to WMA chairman/CEO Roger Ames. Word has previously been distributed to the general market via Epic. WEA will begin taking Word product to the mainstream Jan. 1 with Word Distribution continuing to handle the Christian market.

Gaylord purchased Word from Thomas Nelson Publishers four years ago for a reported \$120 million. In selling Word, Gaylord looks to focus on "core hospitality and entertainment businesses," including the Opryland Hotel and Convention Center, WSM AM/FM Nashville, and the Grand Ole Opry. Last spring, Gaylord sold Word's U.K. operation to British company STL Ltd. Recently, Gaylord entertained offers from such companies as Zomba, Sony, EMI, and Curb Records, which played a bid with WMA.

Curb Records chairman Mike Curb says Gaylord "honorably" informed him of the sale, which surprised him. "Everybody knew we were bidding together to buy Word Records," Curb

says, adding that he has a meeting with Ames Dec. 3 and is optimistic that his company may yet be involved in upcoming developments with Word.

Mimms says being part of a major music group will benefit Word: "Word has been an independent for 50 years in a marketplace dominated by major-label affiliations. Provident has had the Zomba and BMG affiliation, and EMI Christian has had its parent, EMI. Word has not had the benefit of those affiliations. Warner certainly sees itself as fulfilling that role."

Ames says, "This is a winning combination. The Christian genre holds great potential, and we're excited about the opportunity to expand Word's reach."

The Word acquisition is not WMA's maiden voyage in the Christian market: It operated the Nashville-based Warner Alliance label before it was shuttered in 1998, an act Ames describes as "a casualty of a bigger corporate issue."

Warner also had its own (now-defunct) Christian distribution system, Warner Christian Distribution. In 1999, the company launched a Christian/gospel division of Atlantic, which under VP/GM Barry Landis has succeeded with such acts as P.O.D. and Pius One.

To Gospel Music Assn. president Frank Broden, the WMA deal will "bring stability to the Word company," he says. "Now, they will be able to focus on the main business at hand: making great music. Having another one of the majors involved in Christian music bodes well for our future growth and penetration into the mainstream music scene."



In The News

• *Dr. Seuss' How the Grinch Stole Christmas* became the best-selling holiday home video release in history by selling 8.5 million units on VHS and DVD since its Nov. 20 street date, according to Universal Studios Home Video. A total of \$145 million in consumer sales has been generated. *Grinch* also broke the DVD five-action sales record for a six-week period by selling approximately 3 million copies in the format. These sales will be reflected in next issue's *Billboard* Top VHS Sales and Top DVD Sales charts.

• Creed will begin a year of heavy touring in support of the band's new Wind-up release, *Weathered*, Jan. 14, 2002, at the Lakeland Civic Center in Lakeland, Fla. (*Billboard Bulletin*, Nov. 27). The all-arena trek will play a run of 19 U.S. dates until Feb. 17, with the band heading to Australia in March. Creed will play more U.S. dates in April, tour Europe in May and June, then play the bulk of its U.S. dates from July to November. The band is booked by Ken Fergalich at the Agency Group in New York City. Creed will work with individual promoters in each market, as opposed to selling the tour to one national promoter.

Market Watch

A Weekly National Music Sales Report

YEAR-TO-DATE OVERALL UNIT SALES

	2000	2001	
Total	692,120,000	657,286,000	(-5.0%)
Albums	643,267,000	628,195,000	(-2.3%)
Singles	48,853,000	29,091,000	(-40.5%)

YEAR-TO-DATE SALES BY ALBUM FORMAT

	2000	2001	
CD	574,345,000	583,771,000	(+1.6%)
Cassette	67,648,000	43,221,000	(-35.9%)
Other	1,474,000	1,203,000	(-18.4%)

OVERALL UNIT SALES

This Week	22,557,000	This Week 2000	24,122,000
Last Week	15,774,000	Change	<-6.5%
Change	<-43.0%		

ALBUM SALES

This Week	22,200,000	This Week 2000	23,413,000
Last Week	15,468,000	Change	<-5.2%
Change	<-43.5%		

SINGLES SALES

This Week	357,000	This Week 2000	709,000
Last Week	306,000	Change	<-49.6%
Change	<-16.7%		

YEAR-TO-DATE ALBUM SALES BY STORE TYPE

	2000	2001	
Chain	351,101,000	335,515,000	(-4.4%)
Independent	100,290,000	89,057,000	(-11.2%)
Mass Merchant	178,398,000	184,457,000	(+3.4%)
Nontraditional	13,537,000	19,164,000	(+41.6%)

YEAR-TO-DATE ALBUM SALES BY STORE LOCALE

	2000	2001	
City	148,523,000	144,755,000	(-2.5%)
Suburb	271,673,000	262,603,000	(-3.3%)
Rural	223,062,000	220,833,000	(-1.0%)

REVENUE FIGURES FOR WEEK ENDING 11/20/01

Compiled from a national sample of retail stores and music figures submitted, compiled and provided by NPD

John,

*Congratulations on being awarded
the prestigious 2001 Billboard
Century Award.*

*I am honored to represent you
and privileged to be your friend.
Here's to many more years together.*

Randy

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Atlantic Trims Staff, Parts With Rod Stewart

BY MELINDA NEWMAN

LOS ANGELES—In a round of restructuring, Atlantic Records has laid off close to 20 staffers from its New York City and Los Angeles offices. At the same time, the label continues to pare down its artist roster.

According to a statement from the Atlantic Group, "the staff changes that we have made in recent days have been minimal. We are always reviewing and fine-tuning the way we do business, in response to a wide variety of factors, but above all to ensure that we remain at the top of our game, working both as creatively and as efficiently as possible in the ever-changing music marketplace." A source says fewer than 20 employees were let go.

Part of the layoffs were the result of the closure of Atlantic's Division One imprint, whose releases this include the Webb Brothers' *Maroon*.

Atlantic also continues to trim its artist roster, most recently parting ways with Rod Stewart. In the past few months, Sinéad O'Connor left the label, and so have Collective Soul, Tori Amos, and Poe (The Beat, *Billboard*, Nov. 17).

"We think that after 100 years—most of them terrific—with the

WEA family, it might be fun to go to a new foster home, and there are some great mommies and daddies out there," Stewart's longtime manager, Arnold Siedel, tells *Billboard*.

Stewart's last studio album, this year's *Human*—put out on Atlantic, instead of his longtime home, Warner Bros.—counted toward the singer's Warner Bros. contract, Siedel says.

A Nov. 13 best-of Warner Bros. release, *The Very Best of Rod Stewart*, fulfilled that contract. Stewart had recorded for Warner Bros. for 25 years.



Executive Turntable



RECORD COMPANIES. BMG Heritage has promoted Alex Miller to senior VP. Tom O'Flynn to VP of sales, Mandana Edgah to senior director of marketing and media, Rob Santos to director of A&R and product development, and John Hudson to director of marketing and product management in New York City. They were, respectively, senior VP of worldwide marketing for RCA Victor Group, VP of field operations for BMG Distribution, director of marketing and media for Buddha Records, head of A&R for Buddha, and product and marketing manager for Buddha.

Elektra Records has promoted Dana Brandwein to VP of marketing and artist development and Lucy Barraigan to director of crossover promotion in New York City. They were, respectively, senior director of marketing and

manager of crossover promotion. Arista Records has promoted Chanel Green to VP of video promotion in New York City. She was senior director of video promotion. Jim Salby has been promoted to VP of sales at the RCA Label Group in Nashville. He was senior director of sales.

Sujata Murthy has been promoted to VP of public relations for Universal Music Enterprises in Santa Monica, Calif. She was senior director of public relations.

Cheryl Shaver has been named East Coast director of sales and marketing for 5.1 Entertainment in Los Angeles. She was VP of sales for Velvet Music Group.

PUBLISHERS. Chris O'Malley has been named director of creative for BMG Songs in New York City. He was a partner and co-founder of GO! Entertainment.

Holiday Season Opens Big At Retail

DVD-Vs, Video Games Drive Thanksgiving Sales

BY BRIAN GARRITY

NEW YORK—Despite big sales of the new Creed CD during Thanksgiving weekend—the official start of the holiday shopping season—sales of DVD-Videos, video games, and consumer electronics appear to be driving early Yuletide blues for music and video retailers.

The International Council of Shopping Centers (ICSC) reports that sales by music, video, and home entertainment merchants during the Thanksgiving weekend were up 9.8% over the same time last year. But ICSC director of research Michael Baker points out that music is not fueling that growth: "Retailers who sell music as well as DVDs and hardware would be seeing a slip in their sales performance between those categories. One would be going well ahead of the other."

Baker adds that sales of video-game hardware and software—powered by the arrival of new systems from Microsoft and Nintendo and greater availability of Sony's PlayStation 2 system—were up 10% over the holiday.

Meanwhile, mass merchants and consumer electronics chains appear to be gobbling up a large share of the music business. Over the weekend, Best Buy and Circuit City were selling select CDs for less than \$10. Wal-Mart reported more than \$1.25 billion in single-day sales on Nov. 23.

Some music retailers made aggressive

Music retailers report increased sales as the holiday season starts, but music isn't fueling that growth.

efforts to compete with mass merchants for post-Thanksgiving sales. Mike Camacho, GM of a Tower Records outlet in Chicago, says the chain discounted about 50 catalog titles to \$5 each for four-hour periods on Thursday and Friday.

Smaller retailers felt more of a pinch. Megan Coffin, marketing manager for Indianapolis-based retailer DC Ventures, says, "People are more concerned about hitting the Kmart and the Wal-Marts."

As for titles that are selling strong out of the gate, Creed's *Weathered* (Wind-up) was the week's big winner, with first-week sales of 887,000 units. Storm Groll, director of music at Amarillo, Texas-based Hastings Books, Music & Video, says, "Creed did exceptionally well, but that was no surprise."

Sam Goody, a unit of Best Buy's Musicland Group, reports that Pink, Britney Spears, and Linkin Park's new

releases were among its top-selling titles Thanksgiving weekend. Virgin's *New Thanks What I Call Music!* compilation and the latest release from Kid Rock are also doing nicely.

Scott Levine, director of marketing for the Museland Group, is anticipating the release of Columbia's two-disc *The Concert for New York City*, taken from the concert fund-raiser for victims of the Sept. 11 terrorist attacks. "It will be one of the hottest gift items because of the TV aspect and the sentimentality of the event."

Kobie Andry, a Warehouse Music product manager, expects soundtracks to be big holiday sellers, noting that some stores are positioning the soundtrack for the film as *Tomb Raider* and *Seinfeld* with their corresponding DVD-Vs to take advantage of the continuing spike in DVD-V sales.

Sam Goody reports that *Dr. Seuss' How the Grinch Stole Christmas*, *Planet of the Apes*, and *Shrek* were among its top DVD sellers over Thanksgiving weekend.

Camacho notes that DVD-Vs have gone from a 2% to a 10% share of his store's sales in the past year, and Levine indicates that DVD-V is "on a growth curve" that may encroach on music.

Additional reporting by Todd Martens and Erik Gruenewald in Los Angeles.

Schankman Resurrects Contemporary

BY RAY WADDELL

NASHVILLE—As the latest former SFX/Clear Channel Entertainment (CCE) senior exec to emerge from the company with a new game plan, Steve Schankman has resurrected the Contemporary Productions name in St. Louis and is back in the event-production business.

Schankman and former partner Irv Zuckerman formed Contemporary in 1968, and it eventually became the premier concert-production company and amphitheater operator in the St. Louis market. It was acquired by SFX for about \$110 million in 1998 as one of the early components of Robert Sillerman's rollout of promoters that culminated in a sale to CCE in August 2000 for more than \$4 billion.

Under CCE, Schankman found his responsibilities greatly diminished. "At Contemporary, I had been in charge of operations and ventures, and that was being handled in other parts of the company [under CCE]," he explains. "There wasn't much for me to do."

Zuckerman moved to Los Angeles to head CCE's music business, but leaving St. Louis was not an option for Schankman, who says, "I'm very civily involved in St. Louis."

An exit clause was available in Schankman's deal with SFX/CCE, and exit he did in December 2000, opening



the new Contemporary Productions office Nov. 1. Any no-compete clause Schankman may have had with CCE was inapplicable, he says. "I took the Contemporary name back, and no legal letter has come yet. It's a name that has a good reputation and a lot of clout in this market."

Agents are generally receptive to a new potential talent buyer, but the market has changed so dramatically that any independent player would have a tough go. Dennis Arta, president of Artists Group International—agent for such artists as Billy Joel—says, "The game has changed to the point where [someone] could locally reinvent themselves and become reinvigorated to the point where they could make a difference. He would have to

be very aggressive. St. Louis is a competitive area, but some people are still sleeping."

Obviously, Schankman's three decades in the market are a positive for agents. "He's been around forever for that market," notes Greg Oswald, VP of sales at Wharton Morris Agency and agent for such acts as Kenny Rogers and Hank Williams Jr. "We would take Steve Schankman's call with a smile."

Schankman says the main thrust for the new Contemporary will initially be event production. He also books the site for the Pile It Up! Trunk or Treat contest. He also says he will consider one-off concert promotion opportunities: "I'm looking for either niche shows or projects [such alternative venues as] raceways, or an amphitheater somebody wants to build. A whole slew of concerts is not 'me time plan'."

Schankman insists that his exit from CCE was completely amicable. "I have all the respect in the world for Irv and all the people that stayed, and I still have stock in the company. Once they make you a multimillionaire, it still has to be for a little bit. I'm not going to make you, and I'm not about to sit still. When I got out of the company, we went from \$1 to a \$110-million business, and for 30 years, the company never lost money. This is like starting all over again—except this time I'm funded."

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ARTISTS & MUSIC

Jack Johnson's Hawaiian Fairytale

Surfer/Filmmaker Catches New Wave As Singer/Songwriter On Enjoy Label

BY WES OHSOHO

Few singer-songwriters can claim as unique a career launch as acoustic groover Jack Johnson. With *Brushfire*, both his and the tiny Enjoy label's debut release, over the past year the 26-year-old Hawaiian has emerged as one of the freshest new voices and most sought-after artists in the independent music world.

And whom does he have to thank for it? Of all things, the surfing community. Prior to the gradual, early 2001 release of *Brushfire*, Johnson was primarily known as a pro surfer and noted surf filmmaker who also dabbled in music.

But things started to sway toward music a few years back, when after playing for friends and at parties for years, Johnson began making four-track recordings at home and occasionally passing along copies to his pro surfer pals Rob Machado, Timmy Curran, and Dan Malloy. In their travels to Tahiti, Australia, Southern California, Japan, and pretty much anywhere else big waves were breaking, they toted along Johnson's discs, occasionally burning copies for friends.

Although he was without an album release, Johnson, who now lives in Santa Barbara, Calif.—where he studied film at the local branch of the University of California—suddenly found complete strangers paying him compliments on his music, some of which had been featured in his films. It seemed that Johnson's buddies had inadvertently laid the foundation for the buzz that now surrounds him and has in-the-know fans clamoring for tickets to his shows and major-label A&R reps knocking on his door.

Among those first charmed by Johnson's greatly rhythmic songs via his films were fellow surfers J.P. Plunier, Ben Harper's manager/producer, and G. Love & Special Sauce leader Garrett Dutton, who covered Johnson's "Rodeo Clowns" on his 1999 ef-

fort, *Philadelphonic*. "He's got such good chord movement," Dutton says, "and his voice is real soft and melodic. I told my A&R guy, 'Dude, you need to sign him. He's got great songs!'"

Prefering, right now, to keep things "as independent as I can," Johnson has declined a number of major-label deals. "I want to let things happen naturally and roll with it, instead of try-



ing to be proactive about it and be put in a position where I'm pushing my music on people," he says. "That's just the worst feeling in the world to me."

Instead, he opted to go with Enjoy, the new indie that Plunier and former Virgin A&R man Andy Factor run out of the latter's home in Los Angeles. As a result, things are being kept on a pretty small scale—partly from necessity and partly because Johnson isn't too concerned with the touring and promotional regimens so often a part of new artists' careers. "He's a very laid-back guy," Factor notes. "He's not in any rush. He's just enjoying the fact that he is allowed to express himself."

Funded out of Factor's pocket, Enjoy is ill-equipped to handle any sort of big radio push. "But even if we suddenly decided to bring a big radio campaign in January, I don't know if Jack's going to be jumping around to

every station, doing the job he's gotta do for the next two years, like David Gray did," Factor says. "And I don't think he wants to go out and tour 200 days a year for the rest of his life. He wants to tour sometimes, then go to Australia and make a surf movie. He doesn't want to be a radio star. He just wants to be able to do it."

Though he may not be pursuing such status, Johnson is a bit of a "radio star" in San Diego, where the *Brushfire* track "Flake," featuring Harper on slide guitar, has been played more than 800 times on alt-rock station 91X. The station's music director, Chris Muckley, partially attributes Johnson's local popularity to the "surf culture and that whole coastal vibe. But, regardless of that, he just makes good music with a lot of soul and emotion."

Since 91X added "Flake," stations in Hawaii and San Jose, Calif., have also picked up on Johnson (who is managed by Emmett Malloy and booked by Tom Chauncy at Partisan Arts; both are based in L.A.) and *Brushfire*, which has sold some 50,000 copies and is distributed by Hepcat and Orphan.

Though getting airplay on alt-rock stations, *Brushfire* seems tailor-made for triple-A. Carrying reggae and Brazilian rhythms (courtesy of bassist Merlo and drummer Adam Tople), its songs sound akin to a more well-read, unplugged version of Sublime. In Johnson's tone and phrasing, the influence of late folkie Nick Drake is somewhat obvious, but less evident is the impact of Bob Dylan, a Tribe Called Quest, and even Jimmy Buffett.

Johnson, an ASCAP-affiliated songwriter, says the door is still open to the possibility of a major-label deal. And Factor adds that if there's enough interest in *Brushfire*, Enjoy may partner with a major. "But all of this went downhill from here. I would be happy," Johnson says. "This way beyond what I thought music was gonna do."

Compass' Alison Brown Reinvents Banjo On 'Replay'

BY DEBORAH EVANS PRICE

NASHVILLE—Anyone who harbors preconceived notions about the banjo need only listen to the versatile artistry of Alison Brown to have their perception of the instrument changed. From her roots in bluegrass to a stint with Michelle Shocked and recent forays into jazz, Brown has shattered the banjo stereotype.

"She tunes and plays it like an electric guitar," says Dick Pleasant, announcer/Educational Director at folk station WUMB Boston. "It's a different kind of playing. When she's playing the banjo, she's actually playing guitar licks, which is a fascinating style. She's bringing the banjo forward. It's not necessarily a folk instrument anymore."

Brown continues to display her virtuosity by serving up a road-tested collection of favorites on *Replay*. Due Jan. 8 on Compass Records—the Nashville-based label she launched in 1995 with husband Carry West—the instrumental project spotlights the Alison Brown Quartet: Brown on banjo and guitar, West on bass, Kendrick Freeman on drums, and John R. Burr on piano.

Brown says she and her quartet members began the project by making "a list of all of our favorites, ones we enjoyed playing." Initially, the album was only going to be sold on the road to banjo fans looking for a collection of their concert favorites, but due to enthusiastic demand, Compass is releasing the album to retail and radio.

"I love the quartet style, and I love the jazz flow of it," Pleasant says of *Replay*. "I love her really strong, fluent play-

She's done a great job. The arrangements are different because she's put them into the quartet style. One of my favorites is 'Wildcat,' Australia," where the piano and the banjo do a lot of playing on one."

Brown penned each of the 15 cuts, except for "Spiderman Theme," which she wishes she'd written. Her first album came out on Vanguard in 1990, and she

says she started seriously writing songs around that time. "I started off playing bluegrass music. It's really my first love," says Brown, a BMI-affiliated writer who has her own publishing company; Brown knows Mandi. Among Brown's songs on *Replay*, "My Favorite Marshie" is one of her favorites. "That's one that I wrote for an astronaut whose name

is MarshaIVERS," she explains. "We became acquainted because she sent me a fan letter. I wrote that tour for her as wake-up music for her flight to the Mir Space Station a couple of years ago."

Brown admits being an artist and label chief simultaneously is not easy. "Carry and I both sort of work all the time," she confesses. Brown gets a lot of pride in her release when she mentions that Compass received its 100th project last summer. "We keep turning them out," she says of the roster that includes Clive Grogan, Judith Edelman, Matt Flinner, Pierce Pettis, and the Vigilantes of Love. "It's a real labor of love."

Brown is managed by West and booked by Madison, Wis.-based SRO Artists. Her tour, a Winter's Eve, starts in December and features Burr, West, fiddler/vocalist Andrea Zonn, and guitarist David Grier.

PHOTO: ARNOLD KREMER



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John Mellencamp

upon receiving the

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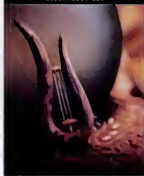
CREATIVE ARTISTS AGENCY



1992: GEORGE HARRISON



1993: BUDDY GUY



1994: BILLY JOEL



1995: JONI MITCHELL



1996: CARLOS SANTANA



Billboard honors John Mellencamp in 2001 with its highest accolade, the Century Award for distinguished creative achievement. Now in its 10th year, the laurel was named in 1992 for the imminent 100th anniversary of the publication in 1894.

While *Billboard* traditionally has looked on the industry accomplishments and chart-oriented strides of generations of talented individuals, the sole aim of the Century Award is to acknowledge the uncommon excellence of one artist's still-unfolding body of work. Moreover, the award focuses on those singular musicians who have not been accorded the degree of serious regard their achievements deserve. It is a gesture unique to *Billboard*'s history and one informed by the heritage of the publication itself.

Billboard editor in chief Timothy White says Mellencamp is "arguably the most important roots rocker of his generation. Descended from German pioneer stock, he has preserved both the heritage and musical folkways the Molenkamp clan knew as 19th-century settlers in America. John has made fiddles, hammer dulcimers, Autoharps, and accordions lead rock instruments on a par with electric guitar, bass, and drums. He's also brought what he calls 'a raw Appalachian lyrical outlook' to his songs.

"Mellencamp's best music is rock-'n'-roll stripped of all escapism," White notes. "It looks directly at the messiness of life as it's actually lived. But what's seldom addressed and perhaps most important," White adds, "is Mellencamp's career-long esteem of the black-and-white socio-musical traditions that merged in rock. All of Mellencamp's important bands have been integrated, and all his finest recordings have openly acknowledged the

TEN YEARS OF THE CENTURY AWARD



CLOCKWISE FROM TOP LEFT: GEORGE HARRISON, BUDDY GUY, BILLY JOEL, JONI MITCHELL, CARLOS SANTANA, CHET ATKINS, JAMES TAYLOR, EMMYLOU HARRIS, RANDY NEWMAN, JOHN MELLENCAMP

meld of gospel/blues/R&B strains with European song lines, band forms, and parlor ballads; this process is the crucible of the American musical experience. Mellencamp's music also directly confronts the needless cultural distances that must be transcended in order for rock'n'roll to achieve a true unity of spirit. In Mellencamp's record, all racial, social, or spiritual divisions are unnatural, and all organic daily efforts to embrace human diversity are causes for celebration. For these reasons and more, *Billboard* can think of no artist more deserving of the 2001 Century Award than John Mellencamp."

The Century Award trophy itself, designed by jeweler/sculptor Tina Marie Zippo-Evans, is a unique work of art struck in bronze each year as a composite representation of the Greco-Roman Muses of music and the arts. The 14-inch female form holds a lyre personalized each year for the recipient. This year's adornment was carved from hardwood from a hammer used by Mellencamp's beloved late grandfather, Speck.

George Harrison's 1992 lyre was carved of silver, inlaid with emeralds, and engraved with the Vedic phrase *Om Shanti*. Buddy Guy's '93 lyre was carved of wood from the shack in which hero Muddy Waters was born. Chet Atkins' '97 harp was made of a stage floorboard from the famed Ryman Auditorium in Nashville. Joel's '94 lyre was of ebony. Mitchell's '95 was of solid silver, Taylor's ('98) was a copper-silver alloy, Santana's ('96) was sterling silver, Newman's (2000) was of oak and copper, and Harris' ('99) was of Southern ash and crystal with an ingot of red iron from her birthplace of Birmingham, Ala.



1997: CHET ATKINS



1998: JAMES TAYLOR



1999: EMMYLOU HARRIS



2000: RANDY NEWMAN



2001: JOHN MELLENCAMP

IEW YORK—John Mellencamp needs a livelihood that won't drive him crazy. But after his first 50 years on the planet, he's pretty much accepted the fact he's not gonna locate any such profession in this life. So, as far as painful diversions go, he's decided to continue painting, filmmaking, exploring the prospect of composing for Broadway. And also, as the spirit seizes him, making "an often R&B-flavored folk music with a rock beat" that's basically intended to uncork his heart, empty his head and, he hopes, keeps the man honest with himself.

"The people who really know me," Mellencamp advises with a laugh, "know that I'm pretty much the same all the time—or worse." Born Oct. 7, 1951 in Seymour, Ind., to Richard and Marilyn Mellencamp, John came of age in a five-child brood (three boys, two girls) descended from European immigrant farmers (Johannes and Anna Marie Mellencamp) who migrated in 1851 from Hamburg to the German settlements of Southern Indiana. The Hoosier State being the homeland of Cale Porter and Hoagy Carmichael as well as tough-minded agrarians, young John gravitated to a middle ground between raising crops and raising a tune, nurturing his early ambitions in a host of bands with such names as Crepe Soul, Trash!, Snake Pit Banana Barn, and the Mason Brothers.

An ill-fated 1975 deal with the MainMan management firm that once fronted for David Bowie found Mellencamp's name inextricably changed to Johnny Cougar, a *nom de guerre* it took Mellencamp another 14 years to jettison. Other maddening learning experiences ensued. Yet during the next quarter-century, Mellencamp would amass a body of recorded work that now includes 24 studio albums and retrospective collections, a dozen of which each sold millions of copies. His rootsy sound has thus far yielded 30 chart singles—highly unusual for the rock genre—and many of this hefty canon of hits are virtually synonymous with American popular music: "I Need a Love," "Hurts So Good," "Jack and Diane," "Crumblin' Down," "Authority Song," "Pink Houses," "Lonely O' Night," "Small Town," "R.O.C.K. in the U.S.A.," "Rain on the Scarecrow," "Cherry Bomb," "Check It Out," "Get a Leg Up," "Key West Intermezzo (I Saw You First)," and the current "Peaceful World" from his much-praised new Columbia album, *Cuttin' Heads*.

Mellencamp's impact on rock over the past 25 years has been vast—witness echoes of his sound apparent in music by everyone from Steve Earle and Uncle Tupelo to Whiskeytown/Ryan Adams—and he ranks with the Eagles and 1998 Century Award honoree James Taylor as one of the greatest contouring influences on the songwriting and instrumental textures of modern country music. It's hardly surprising that Trisha Yearwood, who appears on *Cuttin' Heads*, has featured "Small Town" in her concerts, but such other guests on the new album as rapper Chuck D., singer India.Arie, and renowned drummer Steve Jordan are equally outspoken in their admiration. "Anywhere you go in America, you're going to hear a John Mellencamp song," Chuck D. rules, and Anna Jaggs, going further, adds, "I don't know why 'One of the greatest' in the music business," Jordan notes, "is between the music and the business—in other words, between the musicians and the people who market their music—because the musicians know that rock 'n' roll was originally black music meant to be played by anyone, while the business people say it's white music and that's why black people only belong over in R&B or rap."

John grew up hearing black music in the



JOHN MELLENCAMP

2001 RECIPIENT OF THE CENTURY AWARD

PORTRAIT OF THE ARTIST

BY TIMOTHY WHITE

Midwest," Jordan continues, "and he played it in his own bands, and you hear his appreciation and understanding of it in all his great rock songs, like 'Pink Houses' and 'Cuttin' Heads.' Any musician who works with John, whether it's me or Chuck, gets into John's music, because he's got the melodies and the lyrics you want to hear. He's got the songs, just like everybody else who's great in popular music; and who didn't care about the boundaries—like Jimi Hendrix, who had to leave America and go to England to be himself. John makes American music, music for all of us, and that's why I think *Cuttin' Heads* may be his best work ever."

The following talk with the *Billboard* 2001 Century Award honoree took place in October at the Peninsula Hotel in Manhattan, in a suite overlooking an uncommonly somber Fifth Avenue. It was the week in which Mellencamp would appear at Madison Square Garden in the Concert for the World Trade Center. Mellencamp's renditions of "Peaceful World" and "Pink Houses" proved to be two of the most inspiring moments on that sorrow-filled but consoling evening.

"I wrote those songs a while back in each case," Mellencamp mused at the hotel, "but I did it for the exact same reasons they seem appropriate now. 'Cause we're still got dreams that feel like they kinda came and went, and everyone knows the world is still a wreck, and we've gotta fix these things—right now. 'Cause they really can't wait any longer."

Besides The Concert for New York City and *Cuttin' Heads*, what's keeping you busy between now and the new year?

Well, let's see. I want to book some more concerts for the winter. I want to also arrange some more Good Samaritan surprise shows for next year, and I want to finish writing the material for the Broadway musical I'm collaborating on with Stephen King. There's this independent film I want to make on my own—without any outside money—based on a script I was sent about a female school teacher in her 30s and a little boy in her class that she befriends; it's a neat little story. And I want to finish this painting I'm working on for possible use at the next New Orleans Jazz & Heritage Festival, but I have to see if I'm gonna be happy enough with it to send it to them. I'm even less sure of what they expect [Laughter].

Your entire career has been based on the unexpected. Pat Benatar's 1979 cover of "I Need a Lover" caught on with FM radio in the States and sparked interest in your version on the '79 John Cougar album. The chart results changed your fortunes overnight. Suddenly you had to go back in the studio and do your job. But you didn't sound real happy about things, judging from the next album's title.

[Nodding] *Nothing Matters and What If It Did*. That was a line that came out of the mouth of a friend of mine [Gary "Bo" Beebeinger] when we were trying to decide whether we should do something crazy or not. I said, "Well I don't think the consequences would be catastrophic if I did this. But everybody we know will hate it if we do this." He just looked at me and said, "Nothing matters, and what if it did?" I don't remember exactly what it was we were contemplating—this was, like, 20 years ago—but we were very cavalier young men at the time, so I decide if it was something we weren't supposed to be doing,

anything would ever come of it.
Then I remember getting a phone call from

"We never could find Galf for the day-to-day business but he'd always call and try to solve the big problems—and Russel said, 'Hey man, this record's taking off.' The single 'Ain't Even Done With the Night,' did better [No. 17 on *The Billboard Hot 100*] than 'I Need a Lover' from the last album ['Lover' peaking at No. 28]. So we went out and did 1,000 dates with the Kinks at \$500 a night. We used to laugh at Ray and Dave [Davies] because they always used to fight and spit on each other. And they hated me, but I did two tours with them; I had



ukh-huh

TOUR '84

to—it was either open for them or for Uriah Heep! [Laughter] I saw Ray recently, and he acted like we were long-lost buddies, but back then they didn't dig us.

In those days, it was just one disaster after another. I did a tour with that band Nazareth—20 shows, just in Germany—and it was awful. And I once played with—I think it was Nazareth—in France, in a big old drum that they had converted into a venue. You talk about sounding bad! My other favorite gig we ever did in Europe was when we played in the men's locker room at a soccer field in Brighton [England]. It would have been totally depressing, except at the time we didn't care [rising laughter] because there were plenty of girls there!

American Fool [1982]—why'd you name the next album that? Were you joking?

Again, it was because of the story of how it was made and that whole period, which was one stupid mistake, foolish adventure, and

two more after another. And that doesn't mean I was a "singer." During the first two years, Mellencamp had divorced his teenage sweetheart, Priscilla Esterline, with whom he had first child Michelle, and gotten remarried to Vicki Craycroft. Priscilla helped Vicki pick out her wedding dress. I think the title was just an idle, self-deprecating statement the way I was viewed by the public, by my friends. I grew up in a small town where I was a pretty pretentious nose more than I could identify with from either direction. I took everything at face value, and that was it. I really started to feel like I was a "singer" when I was 19. I suddenly became aware of all these attitudes I wasn't previously aware of.

That was a terrible record to make, really hard and expensive, because the record company was a mess. I was like, "I gotta stop fucking around. You have to take this thing more seriously, and shut your mouth," cause every other word out of my mouth was "I'm a singer." Contractually, I think this was supposed to be my last record with them. So they pretty much said, "You've made these albums for us, and this is the last record in your deal, so you're going by hard on this one, we're gonna drop you from the label."

I said, "What? You're gonna do what? We haven't even gotten started yet!" [Laughs]

It was a pretty short time—like, two months of time making this record—like, two months, and we had only three songs done.

What did Mercury make of American Fool?

Oh, they hated the record! [PolyGram VP] Bob Sherwood and others came down to Florida at the end of the first two months and listened to nearly done versions of 'Hurts So Good,' 'Jack and Diane,' and 'Hand to Hold On To' and said, 'You've gotta be kidding. This is terrible.' They had been doing down there for a while. 'This sounds like garbage. Who do you think you are, the Clash? We want you to be Neil Diamond!' I said, 'Neil Diamond? What are you talking about?' They said, 'These drums are so noisy, and you made everything sound like it's in a garage. You've got to clean this up!' They couldn't get past the way everything sounded, and that was the Bee Gees were popular, so they didn't want to sound like the Bee Gees. To be honest, I was not sure I was singing. Their suggestion was to have another producer take it and put the Memphis Horns on it. I said, 'Listen, I don't know you ever wanted me to be Neil Diamond, and if you had died me in, maybe I

So everybody left, and Gaff called and said that PolyGram, including the president, Chip Taylor, thought the album was terrible. I said, 'I don't think it's terrible. I just don't think they got it.' He said, 'Well, what do we go to do to make it work?' As much as I make fun of Gaff sometimes, he was supportive of me, so he just said he'd get me more time and to go out to Los Angeles to finish it. In Los Angeles, we got serious and buckled down. But Mercury still hated the album, and they didn't even want to put it out.

It did come out, however, on April Fool's Day, in the spring of '82, on the heels of "Hurts So Good."

Because Gaff went to Mercury and said, "Mellencamp's a young guy. He's more in tune with what kids like than you guys are. So you guys' job is not to like the record but to sell it. If you guys don't want to work closely on it, I've got a guy named Russel Shaw who will."

So that's what happened. Russel found an ally in a guy in radio promotion named Bill Cataldo, and those two guys took "Hurts So Good" and grew it to where it became a big record. I wouldn't be here and we wouldn't be having this conversation if it wasn't for Russel Shaw and Bill Cataldo. They broke that record single-handedly with no money and no support from the record company—until it got to the point where the record company said, "Wow, this really is a hit record." It was such a big record that they put out "lack and Diane" as the next single, and I had two top 10 singles at the same time because "Hurts So Good" never died.

We did 20 shows with Kiss, and they kicked us off their tour. Every day we'd have to get on the same commercial airline they flew on, and they'd be sitting in first class and we'd be back in coach. Every day we'd have to walk past them to get to our seats. The reviews in each city were saying how great John Cougar was—"The songs aren't very good, but this guy's got a lot of fire and attitude and passion"—and in the meantime these same writers started to break bad on Kiss.

See, I didn't behave as a normal opening act, because they'd want you to go on at 8 p.m. and I didn't want to go on then because there'd be nobody there. I'd find anything wrong so I wouldn't go on earlier until it finally came down to, "When some fucking people get in the arena, we'll go on." It didn't make any difference to me if I played three songs or 13 songs. We'd beat the hell out of those three songs and be great, but I just wanted somebody to be there to hear them, rather than boring people with 13 songs just because we had 45 minutes or an hour. That was always my point.

We did 130 shows with Heart and they were paying me \$17,000 a night, which was the highest an opening act at that time may have done. I even think it went up to, like, \$23,000 by the end. Just the year before, the Kinks were trying to charge us to play at Madison Square Garden. The same goes for

But hold on, this was the same tour where I threw my equipment off another stage! I had a day off during the Heart tour, but I was offered a lot of money to go to London, Ontario, to open up for the Beach Boys, and I would have to play with somebody else's gear. But they offered so much money! The reason they put me on the bill was because they hadn't sold out—and when they put me on the bill they almost did.

What sparked "Jack and Diane"?

It was really just a stream of consciousness thing. I didn't have anybody real in mind; I just made it up as a story song. The whole thing about that track was that one little *di-dit* note on guitar. I'm not a great guitar player but when I came up with that, I remember telling [guitarist] Larry [Cramel] to do it, and he said, "Fuck you, I'm not playing that. It's just one stupid note." I said, "Yeah, but it's the rhythm of it that's cool!" He wouldn't play it—I had to.

The handclaps in "Jack and Diane" were never intended to stay in the song. The Bee Gees and [engineer/producer] Alby Galute were right next door recording, and they had a prototype drum machine. We said, "What is that? Let us use it!" We were so amazed by it, we put it on the record. The real drums don't come in until halfway into the song, and we were a bar band that never noticed if our songs sped up or slowed down, and once we put the drum machine's handclaps on the track you couldn't budge off of it. When we later took the handclaps out, we said, "Man, this song sucks now. [Laughter] Put the handclaps back in!"

to George Herrens on the rest of that record, too. George Herrens "my friend since childhood—and I wrote 'Hurt's Good'" in this little wooden house in Bloomsington [Ind.] I lived in at the time, and I wrote the chorus in the shower. When I came out of the shower, I sang it into a tape machine, with my own handclaps, and the band had to figure out what the chords would be. I think we cut "Hurt's Good" at least 300–400 times—no exaggeration. We cut it in Florida, in Los Angeles, in New York, everywhere. We had just discovered "Tee." We knew other bands' percussion was better than ours. We had the "Sisters," but we couldn't identify what it was. We were making it all up and learning as we went along, hiding in plain view. Any mistakes we were making ended up on the record, because there was nobody to tell us different. We finally got "Hurt's Good" right in Cherokee, and since we had German with us now, we gave those Robb brothers shit about the "bottom shift" car pulled on us.

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Did you enjoy the success?

Yeah, you bet we did. Meanwhile, we went out and opened up on shows for Heart, which was the first rock band to be nice to us. Before that, I was proud of the fact that every tour we ever went on we got kicked off of. There was either a problem personality-wise with me, or I was in a fight with somebody, or some

They wouldn't let me have a sound check, and I didn't feel good about that. We didn't have a lot of songs back then, but all I had to offer was my best effort on the few we did. Before the first song was over, Kenny had busted his snare drum and broken his cymbal. Mike's amp had gone out and Baby had gone out. I eventually said, "For those of you who came to see me, we're not able to do our show tonight because this gear ain't worth a shit, and if it was up to me I'd give you your money back. Instead, here you can have this shit gear." We started handing out the amplifiers, the mikes, the drums. I don't know at the time that that was the same stuff the Beach Boys played to us!" [Laughs]

Making friends, everywhere you go.

Oh, and Mike Love was pissed off. But this would prove to be another lesson. But I did nothing just for money and not because I thought it was a good idea, it never worked out.

To get limbered up for *On-Uh-Huh* [1983], you and the band rehearsed a lot of old rock chestnuts and B-sides.

Right! *On-Uh-Huh*, unlike *American Fool*, was a lot of fun, because I was starting to find my feet as a songwriter—something really went up the ladder in terms of importance. We weren't young boys anymore; we were getting ready to turn 30 years old. Things like "What does John Mellencamp want to say?" had never dawned on me before that time, which is when I wrote "Pink Houses."

Recount the exact inspiration for that

Driving back from the Indianapolis airport one day, I saw that scene of the black man and the pink house on the interstate; the guy was sitting in his front yard and looking at his running riggar over his head. I thought to myself, "How people live like this? The traffic must cause you crazy, going, *RRRRHHH-RRRRHHH*!" all night long, while they're making these little wooden slat houses."

The part about the young man in the T-shirt was about me, listening to a rock'n' roll station. But I knew after I had written that song that I didn't feel like any other I'd done,



because I felt a strong attachment to it. Compared to that, a song like "Jack and Diane" was a happy accident, crafted by a person who didn't know how to do it. Both "Hurts So Good" and "Jack and Diane" were lucky breaks. Before that, most of the songs were just nice things to sing along to, all the nursery rhymes but never really to be taken seriously in any way comparable to [Bob] Dylan or other serious songwriters I was admired. But with "Pink Houses," I thought, "Wow, did I really write that?" From that point on, I wrote songs by myself with nobody else hanging around, because somehow they started to seem like trite things.

"Crumblin' Down" didn't sound fragile.

George and I wrote that together, almost as if we didn't feel good about that. George and I very rarely wrote songs in the same room together. I would usually have lyrics and say, "Here, see if you can make these better," and I'd get back a whole different song or poem, and the same thing would happen to him. But for "Crumblin' Down," we sat and looked eye to eye and tried to do each other's next best line. I'd say, "Some people don't know good, you can't love them, can't love them, no good deed goes unpunished." Okay, George, take it! He'd come up with three or four lines. It was real fast [snapping his fingers]; it wasn't our normal way, where we'd take weeks and weeks, time to think about it, but I even tried to put them in music. In recording "Crumblin' Down," I can still see Mike Winick playing a ketchup bottle for a percussion instrument, and it broke right in the middle and ketchup went everywhere. We were just picking up anything handy to use.

"Anthony's Song" was in the spirit of your band's jams on rock classics.

That was like the Bobby Fuller Four meets Bob Marley, in terms of inspiration. The fact that Marley was able to get on "Woman" [1977] and he was coming from the same story but you still felt the rebellious nature of his soul—that's what I was trying to get with "Anthony's Song."

You cut *On-Uh-Huh* very quickly.

Yeah, in like, 16 days. We spent half the time, flicking around with some song by Louis Johnson from the Brothers Johnson, who played it in a live record; he came in and said, "Hey man, see if you can make a song out of this," and I was a good luck but the song was made stunk. So the rest of the album really took three days to make. I changed his record it all in a place called the Shack, a fallen-down old farmhouse halfway between Brownstown, Ind., and Seymour, that my sister had bought to fix up, she had a boyfriend and she was married; they were gonna move in there. Oh course, none of that ever happened, but she still had the house. So I took it and put all our gear and the stuff from the Brothers Johnson and changed it into the house. There was no furniture inside, no soundproofing, just hardwood floors and bare walls, and when we recorded, all the instruments just bled all over each other.

The inevitable question: What did Mercury think of *On-Uh-Huh*?

Well, I was riding high at that point, and I had sold 4 million—5 million records. When they heard "Pink Houses," it was like, "Oh, my gosh! But that was before 'Born in the U.S.A.' and songs like that—before that of American grassroots business had managed to get on in the U.S.A. came out in [June] '84 and *On-Uh-Huh* came out in November '83."

By this time I was just starting to find my voice, and so the music started to overshadow the fucking argument, if you can imagine it. I saw people were actually listening and taking us seriously, so me and the band should return the favor in kind. Because up to that point we were amateurs, none of us could really play by ourselves. Singularly, nobody was worth a shit. But on *On-Uh-Huh* we sold 3 million—4 million copies. Real quick.

You began to tour overseas more often, to England, Germany, and Australia.

Wedding Australia and Canada were almost my two other tour stops. In Australia, the first time, the taste was really made by one guy, Molly Meldrum. Molly, who's still around, had the big television show called *Countdown*. He loved us, and he loved my version of "I Wanna Be a Lover," and he just started playing the music, nobody over here ever saw—because we didn't have any outlet in the U.S. for videos. But in Europe and Australia, a live broadcast, they would come to see us, so you made these films cheaply and

sent them around, and mine for "Lover" was shot in the Marquee club in London.

I remember flying down to Australia, and I found I was like, a teen idol there. When I got off the airplane there were thousands of screaming girls, and I had just left America



where I couldn't get arrested. I said, "What's going on here?" They said, "You, 'Melly would have me on *Countdown* all night, and if you were on *Countdown* even once, it was a big deal. I got Molly mad at one point when I got interviewed in my hotel at the end of the week-long trip, and I was to be burnt out that when some journalist asked me about being on Australian TV, I signed and said it was stupid. What I meant was, 'I'm tired and wanna go home.' Molly wrote a piece in the country's TV magazine entitled JOHN Y COUGAR BARKS HIS IMMATURE CLAWS. He was right, I apologized and he forgave me."

We're still friends. Matter of fact, I did a painting of him. They said *The Great Cowboy*, that Molly donated to the Sydney Art Museum. It's in my book [Mellencamp: Paintings and Reflections, HarperCollins, 1998].

With Canada, it was a place we always loved to play. As I think of it, every time we played arenas in Western Canada and even places like Vancouver, there were always fights. Two songs into a show, these people were like, "We're going to go to it. They were just going to go to it. I was kind of like, they were pumped up, and we always knew these fights were gonna break out."

Honestly, I don't know why it happened; maybe it had something to do with "Hurts So Good," but these guys would just start pounding each other. One night in Vancouver around 1985—and I can still see it now—we didn't even get halfway through the first song, and in the white front of the stage everybody was battling each other in this big brawl.

Speaking of fighting, you also have to remember that during that *On-Uh-Huh* record, I was in all kinds of problems with KFC. He was my manager, and I was his manager; he published the songs; he definitely had a huge conflict of interest. So I had to sue him. Red [Stewart] had just fired him, and now he was getting fired by me.

Of course, back during those earlier records, nobody in the world would touch John Mellencamp, so it was kinda like, "I'll dance with the Devil, you have to pay." That's how I look at it. But when you're fighting on the phone half the time and then walk into the studio to make a record during the other half, it becomes part of the creative process.

What was the seed of the *Scarecrow* idea?

Just living in a community based on farming and seeing the troubles of those around me. George and I wrote "Rise Against the Crow," but it was the last song written and recorded for that album, and I remember we arranged it at the Belmont Fall recording studio in about 20 minutes—right before we started recording it. I think it was the only record really drenched in old folk music but at the same time contemporary, too. How do you do that? That was the question. I remember that I was actually a farmer when I was about corporate America, but

then I was really militant for that time period about endometriosis and pornography. I could see that these McDonald's hamburger places were running the little small-town-and-places out of business, and these little towns in the Midwest couldn't remain towns—they were closing down their main streets because they couldn't compete with agribusiness and all these big corporate chain stores that were coming into their country.

I think the first reason for *Scarecrow* was that I was down. "I remember [second wife] Vicki and my Aunt Tots laughing about it. I'd sing, 'I was born in a small town,' and they just kept adding their own stupid, funny versions to it. I was down. I was in the last dry room of my house, and you could hear me. That song was intended as a folk song, probably like Woody Guthrie's 'This Land Is Your Land.' For me, it was always about Woody Guthrie and Bob Dylan. When I ever entered into it, despite all the bullshit written at that time.

Some people just have better PR than others. Look at a guy like Donovan and all the great songs he's made. 'Singing Soldier' was a great song, and 'Catch the Wind,' and [that] 1969 [Barabajabba] album. He's just totally overlooked! How far is that?

Not fair at all. Donovan also wrote "Wear Your Love Like Heaven," "Season of the Witch," and "Sunshine Superman," but all that great work still exists, waiting to be rediscovered. Like a lot of your back catalog. Meanwhile, the first single from *Scarecrow* was "Lonely Ol' Night," which you shot at a local carnival with George Green's wife portraying your girlfriend.

"Lonely Ol' Night" is named for some lines from Larry McMurtry's book *Hud*, and the Paul Newman movie based on it. I watched that movie a thousand times during the making of my life. When you're in your early 30s, you think that there's more to life than there is, where I was so antsy and so bored all the time and so lonely. I was around the band and I had kids and a wife, but I was lonely. I was sure there was more to life and that this adult world was gonna kick in at any moment.

That's what happens to people when they're in their early 30s, because you're realizing they're not doing anything. Yet they don't feel that much different than when they were kids. You think that you're going to have this awakening and life is gonna change and you're gonna have more vision, more sex, more something. Then you realize that that's never happens.

What happened to me at a certain point was that I realized this is all there is—and guess what? I'm good at it. That was the realization of adulthood for me. But even when I realized it [laughter], I didn't believe it in the beginning.

One can't just see one's life in terms of ideals. If you've got an ideal in your head that you can't describe in real terms by your 30s, it probably doesn't exist.

Right? Yet there's that feeling of overlooking something. Then a few years of regret.

But if you learn to measure your more credible ideals in terms of what you're doing to others, you begin to see what you have and what you actually didn't miss out on.

Yeah, but that only happens when you start going into your 40s. At the time of the "Lonely Ol' Night" video, I was talking to George Green's wife and I remember distinctly what she said: "Listen, Mellencamp, you better not make a video of real pretty girls in this video, because real pretty girls don't have lonely of nights."

At the time, if you'll recall, there were all these sexy young girls in those Duran Duran videos. I was like, "OK, I'm a little bit of a slut. So that's who's in the video with me—an attractive woman in her early 30s, but by no means was the model-preppy; she was just, like, a housewife. I was actually a farmer and might be kidding around a local summer

carnival with her husband. "Lonely Ol' Night" is about average people. Rhythms that you could see from some weird location on Duran Duran's that nobody's ever gonna be able to visit, I just said, "The carnival's coming to Bloomington next week, let's use that."

The big surprise of the serious *Scarecrow* album was that its giant hit was the light-hearted "R.O.C.K. in the U.S.A.," which shot to No. 2 on The Billboard Hot 100—yet you didn't even want it on the record.

I was really struggling with what I thought my job was, and that song didn't fit into that idea at the time. It was just pure joy. I was enjoying a lot of pop success at the time but I thought "R.O.C.K. in the U.S.A." was too poppy. I thought people would think I was selling out. I didn't realize that they already thought I *didn't* enjoy laughing, so I didn't matter.

Sometimes you can try too hard to live up to something.

Particularly when you don't know what the fuck you're trying to live up to!

Still, "R.O.C.K." was very effective at making people recall great American rock'n'roll—the fact it was made by both black and white kids, it was video accentuated.

It is one of my only single singles [besides "Hurts So Good" and "Jack and Diane"]. But I can remember being on the phone with Dick Asher, who was president of PolyGram at the time, screaming at him from a hotel room in



Nashville, Tenn., saying, "How can I have the No. 2 single in the country and my album is dropping in sales?" He was saying that the music was selling great, but the audience who wouldn't buy an album. But it's a slider rack on how people gauge such stuff.

Nonetheless, *Scarecrow* itself spent three weeks at No. 2 and cemented the fact that your talent and success weren't only happenstance.

[Smiling sardonically] Again, a lot of people hated that that record turned out so good. I think this is unbelievable; you not even know what kind of record you've made there. There definitely weren't any records at the time that sounded like that one, and if there were they definitely didn't have violin featured on 'em. But after the "Small Town" acoustic single with Lisa Germano playing violin on it, there were violin every-fucking-where.

The *Scarecrow* of the current era is the rustic folk-pop and bluegrass of the *Brother, Where Art Thou?* soundtrack, which has done far better than the film. And being triple-platinum, it's outpaced me. I'm not sure if it's coming as close as the pop, that's getting the current hand-

Busta Rhymes Enjoys Rebirth

Rapper's 'Genesis' Also Marks His Debut On J Records Label

BY RASHMUN HALL

NEW YORK—"The rebirth of Busta Rhymes is manifesting currently," the ever-confident Busta Rhymes says of his new album, *Genesis*. "With this album, you're getting everything from the best of what you already love me for to the best of what you've never gotten from me ever."

Out Nov. 27, *Genesis* also marks a label shift for Rhymes. Following four releases (The Coming, When Disaster Strikes, Extinction Level Event, and *Anarchy*) on Elektra, the rapper left the label earlier this year to join Clive Davis' J Records (Billboard, Feb. 24).

"I was a little leery at first because I'm Clive's first direct hip-hop artist," Rhymes says. "I knew that he knew what to do with Santana, Whitney [Houston], and Alicia Keys, but what is he capable of doing with Busta Rhymes?" I was just a little concerned with that, but I continued to watch him add to his legacy, knowing that he hasn't swung too many strings. There's something about his chemistry, whether direct or indirect, that shows. I wanted to experience what that chemistry would feel like with what I could contribute.

"I also felt like if I was going to get into another [label] situation, I wanted to be in one that is fresh, successful, and going for broke," Rhymes adds. "Clive finally has equity—this is his shit. It's not like he's running the ship for another movement, like Arista, which is cool, but you always go to bat with more dedication when it's yours. I wanted to be part of that, especially knowing that I was going to bat with someone who is going just as hard as I am."

Rhymes' renewed passion can be felt on *Genesis*. "Everything being new and fresh, it allowed me to go into the studio with that approach every single day," Rhymes says. "It was like I was making my first album again. I'm approaching a stage in my life where I'm encountering my next level of growth. I am comfortable in a new way with new money. I'm able to finally see my squad. Filmmode, feel

better about what they're now a part of. That contributes to my feeling better. I feel like a new being, but with the blessing of being able to have the experience of everything that you wish you would have had when you signed your first deal. It feels like a Craftmatic Adjustable—I can adjust things to fit my comfort zone."



RHYMES

This new comfort level has attracted others to *Genesis*. "I have cameos in my video unlike any I've ever had in any other video that I've ever shot, despite having shot videos with bigger budgets," Rhymes explains. "Puffi Laderach, Goodie Mob, the cats from FLJBJ, Swizz Beatz, Lil' Jon and the Eastside Boyz are all in this video. [Producers] Dr. Dre, Mel Man, Battelle, Michael Angelo, the Neptunes—cats that I've never worked with before, that's been around, finally coming to the table for this album. I feel like I'm living a genesis."

Genesis also features production from Pete Rock, Just Blaze, and Nottz. "I'm such a fan. To work with these cats was an honor," says Rhymes (whose songs are published by Ziah's Music/Warner-Chappell, BVI). "I have the best of every era in hip-hop, from the newest hot cats to the old cats."

"Pete Rock did one of 'Shut 'Em Down' remix that [Public Enemy] did," Rhymes adds. "We went over it and flipped it by adding some new elements to make it current. That was my tribute to Chuck D., who's my father in the music business. He gave

me my name. He gave me a thorough understanding of what it means to be a well-rounded artist as far as the c.i.a.m.p. concept—to be conceptual, lyrical, having the right attitude and appearance, music, and performance. I apply that to this day."

He produced three tracks on the album, including lead single "Break Ya Neck," which currently rests at No. 21 on Hot R&B/Hip-Hop Singles & Tracks. "We've gotten a lot of calls for it," says Darlene Fejran, PDM for Lafayette, La.-based KRRQ. "It just has a dirty South feel—raw and gritty."

To build on the growing popularity of "Break Ya Neck," J Records plans to "put him in front of people and in situations where he gets to present, one, Busta Rhymes the artist, and two, this incredible album." J Records' senior VP of black music Norm Gilliland explains. "He has a tour bus, and he's been hitting the road doing radio shows and hip-hop clubs. He's also sitting with mix-show DJs and exposing people to the album on a more grass-roots level."

That approach recently saw Rhymes—who is booked by Cara Lewis for the New York City-based William Morris Agency—appear on MTV's *Total Request Live* and BET's *The Blueprint and Testimony*. J Records also teamed with MTV to host *Genesis* listening parties on college campuses around the country.

Although he has added to his acting résumé—appearing in the 2000 Sean Connery film *Finding Forrester* and landing the lead in the upcoming *Halloween 8*, as well as a part in *Narc*, an action drama starring Ray Liotta and Jason Patric—Rhymes maintains that his focus is on his music, adding that *Genesis* is "all about maintaining a focus of taking it back to the foundation—which makes me who I am today—and being able to take that growth to a new place that exceeds my last album. This way, you have a well-rounded time of my career summed up in one album."



by Melinda Newman

'TIS THE SEASON: Being the Christmas purists that we are, listening to holiday music before Thanksgiving is forbidden, so we had quite a nice little stack of new releases ready and eager to be heard starting Nov. 23.

Perhaps due to the solemnity everyone is feeling this year, we received virtually no novelty holiday albums, no *Jingle Cats*, no new versions of "Grandma Got Run Over by a Reindeer." Quite frankly, everything's just a tad too tasteful. But given the abundance of new titles this year, we've expanded our Christmas album review column to two parts. More to follow next week.

B.B. King, A Christmas Celebration of Hope (MCA Records). A little bluesy, but not too bluesy for the holidays. King strikes just the right note of melancholy on such chestnuts as "Please Come Home for Christmas" and is delectable on the double entendre-laden "Back Door Santa." Unbelievably, this is his first Christmas album, and King instinctively knows better than to tackle traditional hymns here. The contemporary material and King are perfectly suited. Even better: A portion of the proceeds goes to the City of Hope. Our recommended stocking stuffer.

Michael McDonald, In the Spirit: A Christmas Album (MCA Nashville). Here's a concept: an album of primarily new holiday tunes that actually celebrate the religious aspects of Christmas as opposed to just the secular. Especially gratifying are traditional gospel track "Children Go Where I Send Thee"—where McDonald goes toe to toe with Verity Records artist Elbern "Twinkle" Clark—and the beautiful, redemptive "Peace," written by McDonald and Beth Nielsen Chapman. Not every song works here—some are a bit bland and treacly—but the album is a very nice addition to any Christmas collection and a must-have for McDonald fans.

Deana Carter, Father Christmas (Deanone/Rounder). What a tasteful little gem. This set of holiday standards pairs Carter with her scene, Fred, on guitar (Nashville scene, *Billboard*, Dec. 1). Recorded at Fred Carter's home studio, Deana sounds warm and relaxed, especially on a remake of the Carpenters' "Merry Christmas Darling," and

"The Christmas Song." No background vocals, no bells, no whistles, just Deana on vocals and Fred picking away. Anything else is completely extraneous. Not just for country fans.

Toni Braxton, Snowflakes (Arista). A nice blend of new songs co-written by Braxton and traditional like "The Christmas Song." (Is it a law that it be included on every Christmas album ever made?) Braxton sounds silky smooth here, and her R&B/AC fans will eat this up, but she should have rounded out the package a little more. There are only nine regular tracks on here, one of which is a one-minute instrumental interlude.

The two bonus tracks, "Snowflakes of Love," which appears earlier in the album, and a remix of second cut "Christmas in Jamaica," which features Shaggy. We bet she could have done a savvy version of "Santa Baby."

Jane Olivor, Songs of the Season (Varese Sarabande). Best-known for her 1978 duet with Johnny Mathis, "The Last Time I Fell Like This," Olivor is slowly returning to recording after taking two decades of dual personal problems. The song stylist turns in a cozy collection of Christmas traditions, as well as a salute to Chanukah with "The Chanukah Song (We Are Lights)." A few lesser-known cuts find their way onto the album and stand out, especially "You Don't Know How Beautiful You Are," written by Neale Lundgren. A nice quiet record (complete with "Ave Maria") to put on when your parents are over.

Various Artists, *Making Spirits Bright: A Smooth Jazz Christmas* (GRP). Smooth-jazz fans will love this collection that features such format favorites as Lee Ritenour, Al Jarreau, Joyce Cooling, and Jeff Golub performing seasonal numbers. For those who don't dig smooth jazz, it's best stay away. A number of the tunes are very well performed, especially Will Downing's take on "I'll Be Home for Christmas," but they often get drowned in syrupy arrangements. A stand-out is the spirited version of "Jingle Bells" from Diana Krall, who does a lot of much play on GRP jazz radio and does record for GRP sister label Verve.

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ARTIST(S)	VENUE/ DATE	GROSS/ TICKET PRICES	ATTENDANCE/ CAPACITY	PROMOTER
ELTON JOHN	Auditorio Nacional, Mexico City Oct. 29	\$2,817,150 (\$6,100/100 pesos) \$190/\$20	28,725 three sellouts	En Vivo
ROBBIE WILLIAMS, ZED	Ericsson Stadium, Auckland, N.Z. Nov. 18	\$1,684,557 (\$1,000/\$50 New Zealand dollar) \$60/\$45/\$30	41,250 sellout	Michael Chapp Entertainment, Jack Ustick Presents
ROBBIE WILLIAMS, ZED	Westpac Trust Stadium, Wellington, N.Z. Nov. 18	\$1,676,657 (\$1,000/\$50 New Zealand dollar) \$60/\$45/\$30	42,970 sellout	Michael Chapp Entertainment, Jack Ustick Presents
BRITNEY SPEARS, O-TOWN, MPRESS	MGM Grand Garden, Las Vegas Nov. 17-18	\$1,361,214 \$75/\$95/\$50	24,638 two sellouts	Concerts West, Fantasma Prods.
LUCIANO PAVAROTTI	FleetCenter, Boston Nov. 25	\$1,227,100 \$200/\$195/\$135/\$20	11,470 12,200	In-house, Tibor Rudes Presents
BRITNEY SPEARS, O-TOWN	Palace of Auburn Hills, Auburn Hills, Mich. Nov. 26	\$958,870 \$25/\$45/\$25/\$20	16,745 sellout	Concerts West, Palace Sports & Entertainment, Inc.
NEIL DIAMOND	American Airlines Center, Dallas Nov. 25	\$883,293 \$25/\$45/\$20	14,085 sellout	Sal Bonafede, Aegrean Entertainment Group
ROBBIE WILLIAMS, ZED	Sydney Entertainment Center, Sydney, Australia Nov. 9-9	\$837,406 (\$1,510/396 Australian) \$60/\$45/\$30	23,668 two sellouts	Michael Chapp Entertainment, Jack Ustick Presents
NEIL DIAMOND	Conance Fieldhouse, Indianapolis Nov. 18	\$783,270 \$17.50/\$27.50	14,432 sellout	Sal Bonafede, Aegrean Entertainment Group
JAM'N MONSTER JAM: P. DIDDY, MISSY ELLIOTT, EVE	FleetCenter, Boston Oct. 29	\$774,550 \$75/\$55	16,548 sellout	Jon's 94.5 Radio

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ARTISTS & MUSIC



by Carla Hay

Sound Tracks..

THE CONCERT FOR NYC: One of the most historical musical events in recent years is recorded for posterity on *The Concert for New York City* (Columbia)—perhaps the most impressive all-star benefit show to be released as an album.

The event, held Oct. 20 at Madison Square Garden in New York City, was organized to benefit the victims of the Sept. 11 terrorist attacks. The concert was presented by VH1, Miramax Films, Cablevision, and America Online. Proceeds from the two-CD set will go to the Robin Hood Relief Fund.

posed to be an acoustic show," Melencamp says. "Everyone was supposed to play one of our old songs and a cover song. Then Paul McCartney became involved, and it just [grew] from there."

With ticket prices ranging from \$250 to \$10,000 each, it's little wonder that the concert now ranks as Madison Square Garden's highest-grossing event to date, having made more than \$14 million in ticket sales.

Columbia and its parent, Sony Music Entertainment, will roll out a significant marketing campaign for the album, according to Mark Feldman, senior director of marketing for Sony Music/Legacy. "There's a lot of demand for music that strikes this chord with people," he says, noting the success of Columbia's *God Bless America* collection, which debuted at No. 1 on The Billboard 200.

TV ads for the album will run on such networks as VH1 and MTV, which have donated some advertising time. Columbia is also holding contests with adult pop 40 stations in several major markets where contestants can win copies of the album.

Excerpts from the concert have been used as promotional video clips. Those videos are Bon Jovi's "It's My Life," the Who's "Baba O'Riley," Five for Fighting's "Superman (It's Not Easy)," and Goo Goo Dolls' cover version of "American Girl."

The Concert for New York City will also have a companion home video to be released on VHS and DVD in the first quarter of next year. According to Sony, the DVD will have extra features that weren't shown on TV.

What set this all-star charity event apart from others, Feldman says, is that members of the audience were given constant praise for being heroes.

"I felt like the celebrities on stage had as much reverence for the audience as the audience did for them," Feldman notes. "The concert captures the spirit of New York City in so many ways, and the fact that so many people in the audience were involved in the rescue efforts made it even more special."

Mellencamp said the special atmosphere was also experienced backstage. "The artists had dressing rooms next to each other, and people just had their doors open. There was a lot of camaraderie."

"There are so many people who've spent countless hours working on this event and this album," Feldman says. "But the most important thing to remember is that it's all for the real heroes of Sept. 11."



MELLENCEAMP

The Concert for New York City also serves as the soundtrack to VH1's highest-rated program to date. VH1 broadcast the concert live in its entirety (nearly six hours), and CBS-TV aired a four-hour edited version of the program Oct. 31. According to Nielsen Media Research, VH1's one-time telecast of the concert scored a 3.7 U.S. household rating, reaching 3.5 million households.

The event's stellar lineup is a who's who of top hitmakers gathered together for a once-in-a-lifetime event. All of the concert's musical performers, except for Macy Gray, are on the album. The lineup is as follows: David Bowie, Bon Jovi, Jay-Z, Goo Goo Dolls, Billy Joel, Destiny's Child, Eric Clapton Featuring Buddy Guy, Adam Sandler, Backstreet Boys, Mick Jagger & Keith Richards, the Who, Melissa Etheridge, James Taylor, John Mellencamp (with Kid Rock), Five for Fighting, Neil John, and Paul McCartney.

"It was an honor to be there," Mellencamp tells *Billboard*. "I was asked by [VH1 president] John Sykes to do the concert only a few days after Sept. 11."

Mellencamp, the recipient of this year's Billboard Century Award for outstanding achievement in music, has been involved in numerous charity events over the years. He explains that the idea for the concert originated with VH1 chief Sykes and his team.

"When I originally got the invitation to do the concert, it was sup-

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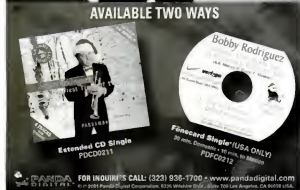
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ARTISTS & MUSIC

Ted Hawkins' Early Fave Sees Daylight

Former Colleague, U.K. Indie Catfish Mine One-Time Street Singer's Vault

BY WES ORSHOSKI

NEW YORK—As musicians go, the late Venice Beach busker Ted Hawkins seems to have been the prototypical fish out of water when he converged with artist/producer Michael Messer and his band in a London studio in 1989 to record a group of songs that have morphed into *Nowhere* to Run.

Because Hawkins never formally studied music and had rarely worked with other musicians, his unique and often charming approach to recording required, as Messer puts it, some "decoding."

"After we decided what songs we were going to record, I sat and decoded them for the other musicians. And 'decoding' is the word," Messer says with a laugh. "The way that Ted explained how he played, his keys, and his whole approach to playing music were slightly off the wall."

Hawkins, the soulful storyteller who passed away from a stroke in 1995 at age 58, was known for, among other things, strumming only major chords on told Martin with acrylic fingernails. In the studio, Messer says, the Mississippi-born Hawkins would "talk about big notes and small notes, instead of low notes and high notes. He would say, 'I hear this with lots of big notes happening.' He would often mean chords."

"But, he knew exactly what he wanted, and the only way he could put it across to you was either to say, 'Have you heard the record by so and so?' or 'Did you see *High Noon*? You know that bit at the end of that?' That kind of stuff."

With Hawkins using such descriptions and often humming drum, piano, and bass sounds—the songs actually became easy to arrange and record, Messer says. "He would hum it and then we, as a band, built it. He was very creative, and I think that's something that's missing from the world's perception of him."

Messer oversaw both the sound and look of *Nowhere* to Run (released Oct. 20 on U.K. indie Catfish). He did the same for Catfish's previous issuing of Hawkins vault material, *The Unstopable*, a live recording released earlier this year (*Billboard*, March 31). The 11-track *Nowhere*—distributed in the U.K. by Pinnacle and in the U.S. by DNA—will probably surprise fans, he adds. Unlike most Hawkins recordings—which feature only the artist's voice and rhythm-guitar playing—these DNA-published songs (recorded when Hawkins was living in the small seaside English town of Bridlington) are embellished with saxophone and Caribbean rhythms and heavy doses of piano and slide guitar.

Messer says he considered the title *Off the Beach*, so as to affirm the difference between these songs and the Hawkins' other albums, which are based on songs (originals and covers) he strummed down to dusk on the Venice Beach boardwalk near Los Angeles. Instead, *Nowhere* (which fea-

tures rare photos of Hawkins) takes its name from a song of the same name—one of a handful of tracks on this album that now see daylight for the first time in the U.S.

"It sounds like a Ted Hawkins record because of that voice, which is so unique, and also that quirky writing



HAWKINS

style," Messer says, "but it's quite a polished-sounding record," even moreso than Hawkins' major-label debut, 1994's *The Next Hundred Years* (DGC). "Although *The Next Hundred Years* has a polish, it still sounds like a busker singing with other musicians. The acoustic guitar is quite loud up front, and his loose street style is up front, whereas on *Nowhere* it's more like a slick-sounding Sam Cooke record."

"To me, the thing is with Ted's material, it's so '50s in its approach," Messer continues. "The way he wrote it, the way he structured it was just so close to that Otis Redding, Sam Cooke [sound] that I just felt that slick, polished sound was where we were heading. It was also more en vogue then, in the late '80s."

And all this was very much by request, Messer explains: "Ted talked to me about the fact that he didn't always want to be perceived as 'the Venice Beach busker.'"

Prior to making *The Next Hundred Years*, Hawkins considered his work with Messer to be his final. Hawkins' former manager Nancy Meyer says, "I

think he enjoyed that experience tremendously," she says. "I'm sure it was because of the full-band sound. I think he really loved that, because that emulated all of his favorite influences, the people he was listening to on the radio"—people like Cooke and Redding. "They had full bands and fully produced records. And I think [*Nowhere*] was taking him closer to where he saw himself, if he ever was to have commercial success."

"The records he made before that," Meyer continues, "there were producers, there was somebody who took him off the street and put him in the studio. But I think it was important for him to be involved in the arrangements, and for him to be able to explain what he wanted."

Khaled Abdullah, director of the Guildford, England-based Catfish, says *Nowhere* illustrates Hawkins' progression as an artist. "It kind of acts as a stepping stone for a guy who went from busking on the beach to recording for a major label. To me, that's where it fits, it bridges that gap."

More than anything else, the album is a chance for Hawkins' fans to add to their collections and maybe fill that gap. Says Gary Johnson, co-owner of Rockaway Records in Los Angeles. Although *Nowhere* is the seventh of seven albums released by Hawkins set, there's room for more. Why? Simply, Johnson says, "because he was just so great."

Reflecting on his work on both *The Unstopable* and *Nowhere* nearly seven years since Hawkins' passing, Messer, now 45, says he found the latter to be much more emotionally draining.

"Having produced and played on this record, I felt more attached to it," Messer says. "It's like looking at photographs of people who've gone—it's quite sad to deal with. But when you listen to music of people you know and try to work with it, sometimes it's like they're in the room."



Train Keeps A-Rollin'. Aware/Columbia execs recently helped Train celebrate the Recording Industry Assn. of America's double platinum certification of the group's sophomore set, *Drops of Jupiter*. Pictured, from left, are bassist Charlie Colton, Columbia VP of marketing Gregg Linn, drummer Scott Underwood, singer Pat Monahan, Columbia Records Group chairman Don Ienner, Columbia executive VP of promotion Charlie Walck, Columbia Records Group executive VP John Ingrassia, guitarist Jimmy Stafford, Columbia Records Group senior VP of A&R Tim Devine, guitarist Rob Hotchkiss, and Columbia executive VP/CMO Will Botwin.

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Epitaph's Noise Conspiracy Still Making A Ruckus

BY TODD MARTENS

LOS ANGELES—It's impossible for a political act that's openly critical of America's global impact not to feel cautious in the wake of Sept. 11. So, will a vehemently anti-capitalist punk band like Sweden's the (International) Noise Conspiracy soften up?

"You feel like a jerk to come out against America and capitalism in a militant way after what happened and what it did to all these people, yet you can't forget that the critique is still valid," vocalist Dennis Lyxzén says.



THE (INTERNATIONAL) NOISE CONSPIRACY

But the group—whose *A New Morning, Changing Weather* was issued Oct. 23 on Burning Heart/Epitaph—has always been more interested in making people dance than offending them. Lyxzén says, "People need to leave our shows dancing, fists clenched, thinking, 'Damn, that socialism thing sure seems sweet.'"

But, make no mistake, the band is angry. Its latest single is titled "Capitalism Stole My Virginity," and Lyxzén's themes are informed by the leftist readings of Noam Chomsky and Naomi Klein. Yet Lyxzén's ASCAP-published messages aren't showed in your face—that was the job of his previous band, Refused.

While the Jam and the Who remain prime references, what stands out on *New Morning* is the Gang of Four-worthy swing of the group's rhythm section—that to mention air-raid-worthy guitar leads undercut by a '60s garage fervor. "Everytime we play [the record] in the store, people ask what it is," Brett Grossman of Chicago's Reckless Records says. Yet it's the band members' look—they wear matching uniforms—that has helped capture the print media's attention, according to Epitaph GM Dave Hanson.

Although Lyxzén says the group (booked in North America by Do It Booking in L.A. and managed by Morgan Johansson of Stockholm's Luggerinc AB) respects Epitaph's support, he is careful not to be too appreciative of the American label.

"We're still a part of the machine that we don't like. The people at Epitaph aren't in support of a socialist revolution. They're selling us because we're a good band and [we] say funny stuff in interviews. When the revolution comes, Epitaph will be a workers' collective, but we've told [label founder] Brett Gurewitz that he could still work there."

ARTISTS & MUSIC



Full Circle. Louise Goffin has completed work on *Sometimes a Circle*, her first album for DreamWorks. It shows the artist, getting over what she calls "immense pressure," given that her parents are famed tunesmiths Carole King and Gerry Goffin. Her husband, producer Gerry Wells, helmed the project. "There's a magical chemistry between the songwriting and production of these songs," Goffin says. "Gerry and I are a complementary team."

In The Works

- The recently revived Manhattan Records has added New York police officer/singer Daniel Rodriguez to its roster. Rodriguez, who has (since Sept. 11) performed "God Bless America" on several TV shows and at the World Series, has recorded the song for single release Dec. 11. It will preview his debut set, *The Spirit of America*, due Jan. 9, 2002. Profits from the sale of the single (which includes an introduction by New York Mayor Rudy Giuliani) will go to the city's recovery efforts.

- Epic diva Anastacia is set to perform the official World Cup 2002 song, "Boom," which was written

by Vangelis. The song will appear on a compilation celebrating the event. Anastacia is nearing completion of her second album, to be released in early 2002.

- Madonna is set to begin work on her next Maverick album in January 2002. She'll cut much of the project in the U.K., though no release date has been set. The artist will reunite with Mirwais, the French producer/artist she collaborated with on 2000's *Music*. She's also considering teaming up with Los Rhythmes Digitaux' Jacques Lu Cont, who worked as musical director and keyboardist on her *Drowned World* tour.

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The Classical Score™



by Steve Smith

SPECIAL SEASON: Christmas may come but once a year, but it's clear that **Philip Wilder**, artistic administrator and director of educational outreach for the 22-year-old, Bay Area-based male vocal ensemble **Chanticleer**, is counting his blessings year-round. With its best-selling CDs and sold-out concerts, the group is a popular favorite regardless of the season, but its celebrated annual holiday concert tours make this time of year especially exciting.

"Attendance and interest in holiday music are definitely up this year," Wilder says. "It's a comforting time of year, and the familiarity of the music and text and the sentiment are really poignant right now. It's obvious how emotional people are, and this time of year is bringing it all home for people. It's been a little more draining to be in front of people [as a result], because they seem to draw so much more out of us this year."

Ushering in this year's festivities, Chanticleer has recently released a new Teldec CD and DVD-Audio, *Christmas With Chanticleer*, its first since 1995's *Sing We Christians*. Even as it faces a potentially stagnant retail market and its own internal corporate instability this year, Warner Classics, Teldec's parent company, recently presented Chanticleer with an early Christmas present—a four-year extension to its exclusive recording contract. Justifying the label's faith, *Christmas With Chanticleer* made a strong debut on the *Billboard* Top Classical Albums chart and appears at No. 4 this issue. In January, Teldec will release another new Chanticleer recording, *Lamentations and Praises*, a newly commissioned liturgical drama composed by popular British mystic Sir John Tavener.

"We're so humbled by all of this," Wilder says, "and we haven't had to bend from our mission, which is to sing really good music that some people might call esoteric, from Renaissance works to new music and commissions." He admits that it always comes as a shock to read about the latest news about shakeups at Warner, but he gives the company his highest praise for remaining supportive and keeping the ensemble informed of new developments.

Christmas With Chanticleer is a

heavenly collection of Christmas carols from around the world, from the traditional English "Conventry Carol" to a modern work by Tavener. Setting the new disc apart from previous *Chanticleer Christmas* releases, *Christmas With Chanticleer* features a special guest: beloved soprano **Dawn Upshaw**. Her silvery voice blends seamlessly into the group's ethereal a cappella tapestry, according to **Joe Jennings**, Chanticleer's musical director, Upshaw's name had appeared at the top of the group's wish list.

"Dawn has a great choral background, since she sang in choirs in high school and college," Jennings explains. "She knew who we were and had attended several of our concerts. Actually, her sister came to me after a concert and



said, 'It would be a dream come true if you and Dawn could sing together sometime!' It was just one of those ideas whose time had come."

According to Wilder, this year's tour—an unusually ambitious trek that hits 20 markets (large and small) before ending in Sacramento, Calif., Dec. 23—has presented its own unique difficulties. The short trip from San Francisco to Los Angeles at the beginning of the tour took seven hours, while a security scare at the Orange County airport left the group circling in a holding pattern and then stranded on the tarmac.

Still, nothing can diminish Chanticleer's enthusiasm for bringing music to its admirers this season. That spirit of generosity finds Chanticleer spending much of its time involved in educational programs as well. The group recently hosted its annual high-school choral festival in the Bay Area, and it regularly coaches young choral singers and groups across the country.

"Teachers come up to us everywhere and say, 'Because of you, we have more guys in the group this year than girls,'" Wilder says. "All over the country, we've found groups of guys who get together and try to mimic what we do. They'll come up to us after concerts, and sometimes, we'll set up little impromptu coachings the next day before they fly. It's so cool to see groups like that popping up all over, and it's a dream to be able to help them out."

Billboard Music Awards Preview

December 4, 8 p.m., MGM Grand, Las Vegas

BY CHRIS MORRIS

LOS ANGELES—The year's top-selling stars will again be feted at the MGM Grand Hotel/Casino Dec. 4, as the 12th annual Billboard Music Awards return to the Las Vegas strip for the sixth consecutive year and to the MGM Grand for the fifth time.

N Sync, Alicia Keys, Tim McGraw, Shaggy, Incubus, and No Doubt will be the featured performers at this year's ceremony at the MGM Grand Garden Arena, while Britney Spears will be spotlighted in an off-site

Billboard Awards Return To MGM Grand

John Mellencamp. Janet Jackson will be on hand to receive this year's Artist Achievement Award.

The evening before the awards show, the Billboard Bash at Studio 54 at the MGM Grand will feature the presentation of several non-televized awards and some exclusive live performances.

For the 2001 Billboard Music Awards, the seasoned production team will enliven the big night with a fresh stage look, executed by set designer Bruce Ryan. The idea, Flattery explains, is to breathe new life into an awards-show format that can easily get tired.

Flattery will be the first awards show, in '93, to do a screen-driven show, "Flattery recalls. "We had the Jumbotron [big-screen TVs] across the whole stage, used in triptych and

fied by off-site numbers by Aerosmith, Bette Midler, and Creed, this year's remote number by Spears will offer some razzle-dazzle.

Levitt says, "The performance will emanate from the Bellagio Lake, in front of the hotel. We're erecting a special stage that will actually be floating on the water. She's going to have eight dancers with her, and she's performing 'I'm a Slave 4 U.' [The hotel has] this magnificent water show. In a normal situation, the show is choreographed to artists like Andrea Bocelli. For this performance, the fountains are being reprogrammed to [react to] Britney's song."

'A VIBE OF UNDERSTATED COOL'

The show's producers acknowledge that the greatest challenge this year is pulling together an upbeat program in the wake of Sept. 11. Nonetheless, Levitt points out, the talent appearing at the Billboard Music Awards is approaching the work with a buoyant attitude.

"Because of the climate of world affairs and the way people are feeling, people are really enthusiastic about entertaining people and having fun," Levitt says. "There's also a vibe of understated coolness. There'll be less bells and whistles this year, and it'll be more about the integrity and the content of the songs they'll be performing."

Bain adds, "What we're trying to stay away from is gratuitous and seemingly irrelevant comedy. It just doesn't feel appropriate this year. That doesn't mean that we can't have fun—we fully intend to have fun."

The Billboard Music Awards are presented annually to the No. 1 artists of the year, as well as to the artists with the year's top albums and singles, based on sales and radio airplay. Winners are determined by the 2001 year-end charts compiled from the *Billboard* weekly charts published from December 2000 through November 2001; sales data for these charts are supplied by SoundScan, while airplay information is supplied by Broadcast Data Systems.



BAIN

wide-screen. People recognized that that was a very good thing to do, but we think that screens have been driven into the ground, and it's what everybody expects to see and usually does see.

"So we're veering away from that slightly this year," Flattery continues. "We've created a set that's revolutionary, in the sense that instead of the two areas at the side of the stage for presentations, we've created one bigger presentation area that is far more than just a podium. It's multi-layered, multi-entranced, and that's giving us a bigger, more focused performance area on the other side."

Just as previous Billboard Music Awards presentations were electri-



FLATTERY

Achievement Award Is 'All' For Jackson

BY MELINDA NEWMAN

LOS ANGELES—Madonna, Aerosmith, Garth Brooks, Rod Stewart, and Eric Clapton.

That's the elite group of acts Janet Jackson will join when she receives the Artist Achievement Award at this year's Billboard Music Awards in Las Vegas.

"I am very honored to join the handful of performers who have received the Artist Achievement Award," Jackson tells *Billboard*. "I know it is not given automatically each year, and that makes it extra special. I look forward to joining you Dec. 4."

The recipient is chosen by the editor and publisher of *Billboard* in consultation with the producers of the Billboard Music Awards.

"The Artist Achievement Award isn't given out every year, and for good reason," says *Billboard* Music Awards' Paul Flattery, who produces the show with Michael Levitt. (The event's executive producer is Bob Bain.) "There aren't too many artists who qualify. The emphasis is on 'achievement' with a capital 'a.' So we only look at artists who truly have extraordinary statistics in terms of record sales and *Billboard* chart achievements and who have redefined the landscape of popular music. In addition, it's not really a life achievement award—we only consider artists who are still at the top of their game."

And Jackson is. She is one of the most successful women ever on the *Billboard* charts. Since her eponymous 1982 debut on A&M, Jackson's eight albums (including 1995's best-of set, *Design of a Decade 1986/1996*) have collectively spent almost 500 weeks on The *Billboard* 200. Her breakthrough album, 1986's *Control*, logged into No. 1 on The *Billboard* 200, as have her four subsequent studio albums. According to the Recording Industry Assn. of America, Jackson has sold more than 23 million albums in the U.S. alone.

Her domination is even stronger on The *Billboard* Hot 100 singles chart, which she holds the record for the most consecutive top 10 hits of any female artist on the Hot 100 with 18 songs in a row reaching the top 10, starting with 1989's

"Miss You Much" and ending with 1998's "I Get Lonely."

And her popularity shows no signs of abating. Jackson has already scored two top five hits from her current album, including the title track, "All for You," and "Someone to Call My Lover."



JACKSON

'I am very honored to join the handful of performers who have received the Artist Achievement Award.'

—JANET JACKSON

She also remains a touring powerhouse. Her North American outing this year grossed more than \$40 million from 54 performances before more than 633,000 fans, according to *Billboard* sister publication *Amusement Business*.



LEVITT

performance at the Bellagio Hotel. Comedian Bernie Mac, who stars in *The Bernie Mac Show* on Fox as well as in the upcoming movie *Ocean's Eleven* will serve as host.

Paul Flattery, who is again producing the show with Michael Levitt, lauds the MGM's Grand Garden Arena as an ideal location for the demands of the Billboard Music Awards.

"It's essentially a *tabula rasa*—a blank slate," Flattery says. "It's a space that can be configured into many different formats—for boxing, for concerts, for whatever. It has the maximum flexibility one can find in a venue."

Executive producer Bob Bain, who brought the awards ceremony to Vegas six years ago when he came on board with the show, finds the desert city an inexhaustible site. "The great thing about Las Vegas is every year there seems to be a burgeoning supply of great visuals to do this."

Also lending their glamour at the 12th annual awards show will be Sting, A. Kelly, Ludacris, Sean "P. Diddy" Combs, actor Matthew McConaughey, Pink, Creed, Mark McGrath of Sugar Ray, Mandy Moore, Nelly, Lee Ann Womack, Aaron Carter, Blink-182, Jamie O'Neal, Joe, and Petya Pablo.

The two-hour parade of stars—to be telecast live (8 p.m.-10 p.m. EST) by Fox, except for the West Coast, where it will be tape-delayed—will include a special presentation of the Billboard Century Award, the magazine's highest honor for creative achievement, to

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The logo for the 2001 Billboard Music Awards. It features the word "Billboard" in a large, bold, sans-serif font. The "o"s in "Billboard" are colored orange, yellow, and blue. Above "Billboard" is the year "2001" in a smaller, outlined font. Below "Billboard" is the text "MUSIC AWARDS" in a bold, sans-serif font. The entire logo is enclosed in a rounded rectangular border.

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Shaggy's 'Hotshot' Year

BY BILL PESSLENICK

LOS ANGELES—It may seem unusual that the two No. 1 hits that Shaggy garnered on The Billboard Hot 100 this year touched on such opposing topics. But the success of the reggae/pop/R&B artist's "It Wasn't Me" (a song about cheating on a girlfriend) and "Angel" (a song about worshipping her) speak to the ongoing appeal of his diverse style and lyrics.

The singles are highlights from Shaggy's latest MCA album, *Hotshot*, a set of dance tracks and sexy, slow-burning tunes that spent six weeks atop The Billboard 200 this year—more than six months after its release in the summer of 2000. The project's songs were either written or co-written by Shaggy and includes contributions from famed producers Jimmy Jam & Terry Lewis.

Shaggy says that the success of *Hotshot* went beyond his highest expectations. "It is a great accomplishment, not just for me, but for reggae music as well," he says. "I expected the record to do well. But I must admit, this was overwhelming."



The album is the most commercially successful project of his international career, the prospects of which seemed distant when Shaggy was a child growing up in Kingston, Jamaica. He moved to Brooklyn, N.Y., at the age of 18 to pursue music and joined the U.S. Marines in 1988 after finding it difficult to make headway in the industry. Shaggy returned to the U.S. with renewed musical desires after a stint in the

Gulf War. He was signed to Virgin Records and released 1993's *Pure Pleasure*, a project that earned the U.K. pop hit "Oh Carolina" and led to his debut world tour.

The 1995 release of *Boombastic*, a Grammy Award winner for best reggae album, intrigued a domestic audience with "Boombastic" in the Summertime (a No. 1 hit on both the Hot R&B/Hip-Hop Singles & Tracks and Hot Rap Singles charts) and "The Train is Coming," which was featured in the film *Mo'Nasty Train*. Another world tour followed and then a third album, 1997's *Midnight Lovers*. His contribution to the soundtrack of the 1998 film *How Stella Got Her Groove Back*, "Luv Me, Luv Me," led to a new record deal with MCA.

Shaggy is now touring Australia and New Zealand while doing early production on songs for his next album and also looking forward to performing "It Wasn't Me" at the Billboard Music Awards. He says, "There are not many awards shows that I have been invited to. It is an honor."

Spears Tops Billboard 200 'One More Time'

BY DEBORAH EVANS PRICE

NASHVILLE—When Britney Spears debuted on The Billboard Hot 100 in 1998 with her single "... Baby One More Time," she touched off a firestorm over her sexy schoolgirl image and launched a career that has spawned three hit albums in as many years. Spears' ... *Baby One More Time* has logged six weeks at No. 1 on The Billboard 200 on its way to being certified 13-times platinum. Her sophomore effort, *Oops!... I Did It Again*, again peaked at No. 1 on The Billboard 200 and went on to be certified nine-times platinum.

At this year's Billboard Music Awards, Spears will perform her latest single, "I'm a Slave 4 U," from her third album, the recently released chart-topper *Britney*. Her performance takes place at the Bellagio Hotel and includes

Spears singing in front of the hotel's famed dancing water fountains, which have been programmed especially for her number. *Britney* scanned 746,000 units the first week out, once again taking Spears to the peak of The Billboard 200. In the three weeks since its Nov. 6 release, it has sold more than 1.5 million copies in the U.S.

The Louisiana native recently starred in her own HBO special, *Britney Spears Live From Las Vegas*, which was also broadcast on the Armed Forces network, reaching 800,000 United States military personnel in more than 100 countries.

Spears' successful U.S. trek wraps Dec. 19 in Miami, where she will make her acting debut in the forthcoming film *Crossroads*, which opens Feb. 15, 2002.

McGraw's CMA Win Tops His 'Circus' Act

BY RAY WADDELL

NASHVILLE—This has been a huge year for Tim McGraw, remarkable even in a career marked by significant milestones for the favorite son of Start, La.



Among the accolades in 2001 for McGraw are a nod for favorite male country artist by the American Music Awards; a Grammy with his wife, Faith Hill, for their vocal collaboration "Let's Make Love"; and a designation as *Playboy* magazine's top male country performer. To cap that off, McGraw was named entertainer of the year by the Country Music Assn. (CMA) last month.

McGraw has been equally successful commercially. His latest Curb Records album, *Set This Circus Down*, is his fifth to be certified plat-

inum. It has yielded two No. 1 singles so far, taking McGraw's chart-topping total on the *Billboard* Hot Country Singles & Tracks chart to 17. He'll perform "Angel Boy" at the Billboard Music Awards this year.

To date, McGraw has sold 19.5 million records, according to SoundScan. But perhaps most indicative of his continually growing stature among country music fans are the results from his summer tour. Grossing \$25 million and drawing more than 650,000 fans from only 44 shows, McGraw's outing was tops among country artists. Not bad for a guy who admits his best hopes were to get to "hang around awhile" in the country music world. "I've been playing for about 14 years now, and you've got to pay your dues. I guess and stand in line," McGraw told *Billboard*.

in interview earlier this year (Billboard, Oct. 6). "Then you've got to live up to it when it's your time." McGraw, known for energetic, crowd-pleasing concerts, perhaps best "lives up to it" when he's onstage. "If you go to a concert and [the artist] isn't having fun, why should the fans?" he asks. "We're just a bunch of guys that everybody in the audience feels like they can relate to, go to a bar and have a beer with. We're not so overly talented that anybody looks at us and thinks they couldn't do what we do."

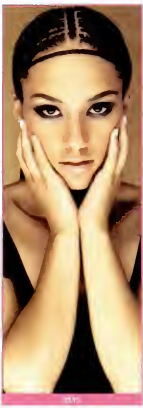
Keys Success No Minor Feat For An Up-And-Comer

BY GAIL MITCHELL

LOS ANGELES—In the scant five months since the release of her first J Records album, R&B newcomer Alicia Keys has racked up an enviable success story. Not only did her *Songs In A Minor*, released June 26, debut at No. 1 on The Billboard 200—where it spent three consecutive weeks—but lead single "Fallin'" resided at No. 1 for six weeks and four weeks, respectively, on The Billboard Hot 100 and Hot R&B/Hip-Hop Singles & Tracks charts.

Since then, the talented singer/songwriter/producer/keyboardsist has earned the 2001 MTV Video Music Award for best new artist and nabbed the lead in nominations for the 2002 American Music Awards (Jan. 9, 2002) with five nods, including favorite new pop/rock artist and favorite soul/R&B album. Keys has performed on the multi-network *America: A Tribute to Heroes* fund-raiser on behalf of the September 11 Telethon and watched her album attain triple-platinum Recording Industry Assn. of America certification.

In addition to performing at the Elton John-hosted benefit *The Concert... 20 Years of AIDS Dec. 12* in Los Angeles, she'll join Shaggy, No. Doubt, Destiny's Child, and other performers who will be tak-



ing center stage Dec. 4 at the 2001 Billboard Music Awards. Keys is set to perform current single "A Woman's Worth/Brotha" with Angie Stone and Eve.

"I'm a live-performance artist," the Manhattan, N.Y.-bred Keys told *Billboard* earlier this year, when she was selected as a new-and-developing artist to watch in the Weather Bureau forecast (Weather Bureau, *Billboard*, June 16). "It's something I've always enjoyed."

The 20-year-old Keys' unique musical aptitude surfaced at the age of 5—accents her years of classical training with hip-hop, jazz, and timeless soul music, inspired by such predecessors as Earth, Wind & Fire, Miles Davis, and Marvin Gaye. Keys says, "My music is a fusion of the things I've been exposed to and drawn from, [as well as] my life experiences."

A graduate of Manhattan's Professional Performance Arts School, Keys majored in choir and began writing songs at the age of 16. Her first single, the equally comfortable delivering such self-penned misses as "A Woman's Worth" or reaching back into R&B's old-school grab bag and delivering her urgent, age-defying take on Donny Hathaway's "Somebody in Love" (see "Shaggy's 'Hotshot' Year" on p. 10), can be found on the *America: A Tribute to Heroes CD*.

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No Doubt Keeps 'Steady' Course

Quartet's New Reggae-Inspired Album Affirms Its Musical Kinship

BY WES ORSHOSKI

NEW YORK—No Doubt bassist Tony Kanal recalls he and his bandmates being stuck in London Sept. 11. They were in the city to work on the band's forthcoming album, *Rock Steady* (Dec. 11), and he says it was "a really tough, anxious time to be away from home."

Comforting was "the fact that the four of us were together," he adds. "It was like being with your family away from home."

It was another example of the band members' ongoing allegiance to each other, even after roughly 15 years together and in light of singer Gwen Stefani's recent success away from the band on projects with Moby and Eve.

Kanal says the title of the act's new album is meant to describe that bond. (It's also a shout-out to the type of reggae that inspired *Rock Steady*.) The band will perform the album's first single, "Hey



Baby," at the Billboard Music Awards Dec. 4.

After adopting a somewhat more

serious, rock tone on last year's Glenn Ballard-produced *Return of Saturn*, the genre-bending act—born out of the Orange County, Calif., ska scene—continues its musical evolution on *Rock Steady*, which blends '80s new-wave with dancehall and hip-hop.

"I think we're going back to what we were originally about, which was just having fun," Kanal says of *Rock Steady*, which features songs co-written by the band and Prince, dancehall artists Lady Saw and Bounty Killer, the Neptunes, and the Eurythmics' Dave Stewart. The production included work by Sly and Robbie, Steely & Cleve, Nellee Hooper, Ric Ocasek, and William Orbit.

Making the album was "super fun," says Stefani, who compares the collaborations to "getting naked in front of someone you've never met before and trying to be creative."

Many of the songs on *Rock Steady* were written rather quickly (in minutes or a few hours), making the album sound fun and fresh. After spending nearly two years making *Return*—on which Kanal says the band members felt the need to prove themselves as songwriters and musicians, after the group's 1995 smash *Tragic Kingdom* sold upward of 12 million units worldwide—there was an emphasis on spontaneity on this album, tracked in Los Angeles, London, and Kingston, Jamaica.

Partially because the group had such a blast making *Rock Steady*, Kanal says fans should expect the band to continue to mix it up in the future. "We're inspired by bands that constantly seem to keep changing on their records," he says. "Bands like Queen and U2—these guys are constantly taking risks and being brave, whether or not they're commercially successful. They're still changing and keeping things fresh."

Far From 'Gone': 'Celebrity' Suits Jive Boy Band 'N Sync

BY DEBORAH EVANS PRICE

NASHVILLE—Everyone knows the adage that success is the sweetest revenge. If they had time for such tasty indulgences, 'N Sync members Lance Bass, JC Chasez, Joey Fatone, Chris Kirkpatrick,

Indeed they are. *No Strings Attached* has been certified 11-times platinum by the Recording Industry Assn. of America, and *Celebrity* has been certified five-times platinum. The group also enjoyed one of the year's most suc-



and Justin Timberlake would certainly have reason to savor the moment in August, when the current album, *Celebrity*, debuted at No. 1 on *The Billboard 200*.

Despite some critics predicting the quintet would fall victim to the demise of the boy-band phenomenon, *Celebrity* sold 1.9 million copies in its first week, according to SoundScan. 'N Sync's preceding album, 2000's *No Strings Attached*, sold 2.4 million units during its first week at retail, setting a record for most units sold in a debut week. *Celebrity* holds second place in that record book.

"The truth is that it can be tiresome to be continually blasted by critics because we don't fit their preconceived notion of what a 'credible' group is," Timber-

lake told *Billboard* earlier this year (*Billboard*, July 7), "I wonder if they listen to our music before forming an opinion. In the end, it's no big deal. We make music for the people. Right now, we're extraordinarily blessed; we're reaching a lot of people."

successful tours and took its act to TV Thanksgiving weekend with a network special that was shot in the Bahamas at the Atlantis.

'N Sync will perform its current single, "Gone," at the Billboard Music Awards. ("Gone") is about as raw as it

'[Gone] is about as raw as it gets. It's just us and a beat box, with a tiny accent of acoustic guitar and violin. That song is a proud moment for us; it really shows how tight we are as a group.'

—JC CHASEZ, 'N SYNC

gets, Chasez tells *Billboard*. "It's just us and a beat box, with just a tiny accent of acoustic guitar and violin. That song is a proud moment for us; it really shows how tight we are as a group."

In addition to their dedication to 'N Sync, the members are also branching out. Chasez is exploring outside production projects. Kirkpatrick has launched a clothing line. Timberlake is shifting through film offers, and Bass and Fatone starred in the Miramax film *The Line*.

This holiday season, look for the group to pop up at Best Buy in the form of bobblehead dolls (*Billboard*, Nov. 21). The chain has pledged to donate \$1 million from the sale of 'N Sync bobbleheads to nonprofit organizations supporting New York City relief efforts.

Additional reporting by Larry Flick

Incubus Cruised In 2001

'Drive' Was The Vehicle For Its Breakthrough

BY JILL PESSERLINCK

LOS ANGELES—With a No. 1 modern rock hit, its first headlining tour in two years, and a new album, the Calabasas, Calif.-based rock act Incubus has enjoyed a stellar year.

The year was kicked off with the No. 1 ranking of "Drive" (the third single from its 1999 *Immortal* EP album, *Make Yourself*) on the Modern Rock Tracks chart. While the single stayed

able to stay focused by simply working hard. "We've been really present this whole year and have actually been wonderfully aware of everything that's going on," he says. "This has been the most prosperous year of our lives as a band yet."

Incubus has been building up to this level of success since its inception in 1991. At the outset, the group frequently played clubs in southern

California, and by 1995, it had independently released its first full-length album, *Fungus Amongus*.

The band signed with Immortal Records in 1996 and soon issued the EP *Enjoy Incubus*. After S.C.I.E.N.C.E., Incubus was released in 1997. Incubus earned a spot on the 1998 Family Values tour.

Last year, the group promoted *Make Yourself* with a berth on the 2000 Ozfest circuit.

Now, with "Wish You Were Here"—the first single from new album *Morning View*—already earning a No. 2 slot on the Modern Rock Tracks chart for six weeks, plus early airplay from a second *Morning View* track, "Nice to Know You," and the Nov. 20 rerelease of S.C.I.E.N.C.E., Incubus is finally taking a break, albeit a short one.

After the band wraps its national tour Dec. 2 and plays the Billboard Music Awards show Dec. 4, it is taking the rest of the month off. The group will use the time to plan an upcoming *Unplugged* special for MTV and next year's European/Pacific Rim tour.



on top for eight weeks, it was also attaining top 10 positions on *The Billboard Hot 100*, *Adult Top 40*, *Top 40 Tracks*, and *Top 40 Mainstream* charts. Lead singer Brandon Boyd says that "Drive" being played on non-rock stations redeemed "the band's philosophy to not create music for any one particular group. We really accomplished that this year. It's flattering to be recognized in forums that aren't what we consider to be our home ground."

Despite what some may call a whirlwind schedule, Boyd says the band—which also includes guitarist Mike Einziger, bassist Dirk Lance, drummer José Pasillas, and turntable artist Chris Kilmore—has been

RAP & HIP-HOP

THE BILLBOARD SPOTLIGHT

WHERE TO FROM HERE?

WHO'S GOT THE GOODS?

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RADIO JUMPS IN

FIRST-QUARTER RELEASES

It's been a hell of a roller-coaster ride. Staff cutbacks at Loud. Interscope takes on urban promotion duties for DreamWorks Records. Aaliyah dies in a plane crash. Parent BMG dismantles RCA's black-music department. Capitol and Priority merge. No Limit switches to Universal Records for distribution. Bad Boy principal Sean Combs in talks to find a new home for his Arista joint venture. The ongoing ripple effects from the sluggish economy and the Sept. 11 terrorist attacks.

These are just some of the headline-making events that have happened over the last several months. And the year isn't even over yet.

So just how will these changes affect the status of hip-hop and its future prospects? Four executives—Divine Mill CEO/producer KayGee, Def Jam/Def Soul president Kevin Liles, Royalty Network founder Frank Liwall and Universal Records executive VP/GM Jean Riggins—share their unique perspectives.

Jean Riggins

Executive VP/GM, Universal Records

With the recent roster additions of Master P's No Limit Records and young Queens hip-hop artist Amazin', Universal Records—home also to the Cash Money crew and Universal artist Nelly—continues to make inroads in the hip-hop market. "If we see something out there that people want and that suits us, we sign it," says Jean Riggins. "We're very aggressive that way."

Which falls in line with her contention that the label



Aggressive talent-seeker: Universal's Riggins



Stressing accountability: Def Jam's Liles

WHERE DO WE GO FROM HERE?

Industry Execs Ponder Hip-Hop's Status In The Midst Of A Tightened Economy, Cutbacks And Other Challenges

BY GAIL MITCHELL

downsizing over the last few months will have no impact on hip-hop itself. "I just think it's sad that, even as black music dominates the charts and generates a lot of money, so many black executives are no longer employed. A slow economy always hits us first. But there will be those labels who become a lot stronger as a result. I think it leaves a big space for those who remain in black music. But it won't affect the music. The music always rallies to the times."

Among the other trends Riggins sees are a change in lyrical content. "Right now, they're saying girls, girls, girls, not guns, guns, guns," she says. "I believe the total gangsta phase is over; there's not as much focus on killing or gunning down. That tide has hopefully changed forever. "Artists are smarter now," continues Riggins. "They're recognizing their own value a lot better than they used to and are not as liable to get knowingly ripped off. Cash Money was running its company quite well before doing business with us. My one wish is to see more black executives employed in other areas of a label's total operation: manufacturing, distribution, accounting, pop promotion. Pop is just short for popular, not short for white."

"At any rate," she concludes, "hip-hop is here to stay. There's definitely more focus on the dollars these days, with the consolidations and mergers. But right when you think it's not fun anymore, you get a Cash Money, Nelly or Master P. Then it's fun again."

Kevin Liles

President, Def Jam/Def Soul

Def Jam continues to exert a firm grasp on hip-hop, having recently celebrated—despite the weakened



Regional-breakout believer: Divine Mill's KayGee



Educating writers: Royalty Network's Liwall

economy—two back-to-back No. 1 debuts on the Billboard 200: Ja Rule's *Pain Is Love* and Jay-Z's *The Blackprint*. Kevin Liles says the secret behind the label's long-term success isn't really a secret at all.

"I don't really think it's a secret," he says. "We have a great staff of committed individuals, including great partners in Roc-A-Fella, Murder Inc., and now Bloodline with DMX. We don't just have artists—we have partners with whom we share a vision and who make us look smart. That's the one thing that's changed in hip-hop for the better. Artists are getting smarter. I'm sure that, 20 years ago, artists and executives never thought our industry would be where it is now—that, 20-plus years later, artists would own their own companies and masters. This industry has changed in the most positive way for our culture by providing many jobs and opportunities."

As for the recent spate of downsizings, mergers and shutdowns, Liles says simply it's a matter of business. "People are treating the industry as a business," he remarks. "If you perform, you stay in business. If you don't perform, you don't. It's only toward black-music departments No. 6, because you have other labels that are getting shut down. You just don't read about them."

In the wake of Sept. 11, some critics have carped that hip-hop lyrics aren't reflecting the patriotic mood that's enveloped the country. "We've always been the CNN of the ghetto," responds Liles. "And, when we communicate things that happen, of course this will be something we also talk about. Not in a negative way but just to inform. We have a responsibility in our culture to let people know what happened. But I would never tell an artist what to say. That's not our responsibility."

One thing Liles would like to see changed is that, "as a

culture, we strive every day to hold ourselves more accountable and responsible for what we do and what we do in the specter of 'You have to support this or that movement.' It's more about leading by example. Whether you're the head of a company or an assistant, be thankful and pray for the things you do have. As for the future, a lot of people try to predict what's going to happen. I just hope that we continue to tell the truth."

KayGee

CEO, Divine Mill

For producer KayGee, the downsizing/merger activity and tightening economy primarily mean one thing: The industry is going to become a lot more competitive. "I'm noticing that now. People are struggling and fighting for attention because it's so crowded," says the former Naughty By Nature ("O.P.E.," "Hip-Hop Horrors") member, whose New Jersey-based Divine Mill roster includes rap newcomer/Indiana native Midwidik and male/female duo Koffee Brown (both through Arista) and R&B vocalist Jahcira (via Warner Bros.).

"Back in the day," KayGee continues, "there were many different companies to choose from. Not anymore. People will be taking care of themselves and their own camps. If artists, especially new ones, don't belong with a camp, they're going to have a problem breaking in. On the other hand, the downsizing and merging also means that space formerly occupied by the majors will be freed up. So video directors, promotion companies and others can helpfully work together with us [the smaller companies] to help bring the high-dollar stakes back to local levels. Even

Continued on page 36

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WHERE DO WE GO

Continued from page 34

though we don't have the majors' bucks, records are going to be coming from us. To keep the money flowing, they'll have to deal with us."

Another area that KayGee believes needs shoring up is artist development on the performance side. "Because of the soft market, big tours aren't going out now," he notes. "But, regardless of that, we must stop taking the general public for granted in hip-hop and R&B. Artists are getting hits, but they don't know how to perform onstage. That's also hurting the tour market. Until we fix that—until artists getting more serious about their performances—we'll continue to struggle in that area."

Breaking artists from different regions—4 La Nelly out of St. Louis, Cash Money out of New Orleans—will continue, adds KayGee, who describes newcomer Midwest as "hardcore, real underground, from the Midwest but with a twist. Having been an artist, I've had the chance to travel and hear different sounds. And I'm using that to my advantage."

Part of that advantage means bringing in a needed infusion of diversity. "We have to be more creative," he cautions. "A little more diverse. Hip-hop is missing groups like Public Enemy, the Pagets and the Roots, who brought that kind of diverse element. We don't have a lot of that going on right now, and we can definitely use it."

Frank Liwall

Founder/president, The Royalty Network Inc.

Music history is rife with stories about how black artists have been taken advantage of when it comes to royalties, copyrights and other issues related to the business end of music. But the good news is that things are changing. "I've been an auditor in the industry for 14 years and have seen every unfortunate circumstance there is," says Liwall, who founded New York-based, full-service music publisher the Royalty Network in 1991 and works for the Future Fox Agency Inc. Among the Royalty Network's hip-hop lineup are Damizza (aka Damon Young), Da Beat Miners, Rik Rok, the Teamsters and the Alchemist. In addition to representing songwriters, artists, producers and publishers, the company services also include securing label deals.

"I've seen artists and writers ripped off and destroyed by labels," continues Liwall. "And, unfortunately, it's a way in which a lot of people still operate. So we spend time educating the writer/artists about the benefits and value of publishing: what it means to keep and control your work, as opposed to just signing a publishing deal. With so many labels downsizing and the tighter economy, artists are looking for alternatives—more creative paths in terms of laying out their futures. I see this as an opportunity for more independent growth within the industry, which could be a good thing for a lot of emerging artists."

Liwall adds that an emerging sector of the urban music market is securing distribution for the predicted growth of independent labels. However, he cautions there are a few very legitimate outliers that will not become more of a problem as industry-watchers predict that arm of the business will inevitably fall prey to consolidation, as well.

"When you do find a legitimate distribution outlet," continues Liwall, "there needs to be material constantly flowing. It can take a long time to start getting paid. Artists make the mistake [of thinking] that, after they get one hit, they're going to stearmroll all this money. But if you don't have additional material to put through your label, you're never going to see the benefits of distribution. It doesn't start and end with one record. You have to make the commitment to be in it for the long term."

As for hip-hop's future, Liwall doesn't see it waning any moment. "It's not going to be New York or New York anymore," he says. "It's blending into more and more genres. And that's going to mean additional exposure to hip-hop artists who see the value of having crossover material." ■

DESTINY'S ADOLESCENTS:

Growing Up Fast, Indies Shun Major-Label Parents, Do It Better Themselves

By RHONDA BARAKA

by its very nature, hip-hop is an organic art form, a reflection "of the streets." Given its roots, it's almost ironic that the genre has become a commercial commodity embraced by people of all races, cultures and social levels. For years, rappers have touted "keepin' it real," a phrase that speaks to the ideal of staying true to hip-hop's origins. For some, that means steering clear of major labels either indefinitely or simply long enough to rack up enough sales to have a major label approach them with an offer. Whichever the case, more and more indies are content to do things on their own.

R.J. Rice, owner of Barak Entertainment (home to hip-hop group Slum Village), lauds the benefits of independence. "I just believe in controlling my destiny," he says. "The mentality of a major is about cash flow, your turnaround and your profit and loss. Artists like Slum Village are not comfortable with a major. They need to be developed. With the majors, you get 90 days to get [an act] up and running, but we need time to nurture it."

Rice started his career as leader of the group R.J.'s Latest Arrival, which released the hit "Shackles" (1991). Though the band was originally slated to independent Quality Records, it ended up doing deals with EMI and Atlantic, an experience Rice does not recall fondly. "We never got a royalty statement; you never break even," he says. "All you do is sell enough records to go gold or platinum, and then you make a video. You make enough money to go back in the studio and make another record."

GET IN FRONT OF PEOPLE

Rice says Barak turned down a "substantial" offer by a major label in favor of a deal with indie distributor JCOR, a deal that he says complements the label's self-sufficiency. "Our job has been to



Barak's Rice



In The Paint's Grunblatt

Trinity, is due in March, as is the follow-up release by label-mate Phat Cat. Rapper Pastor Troy straddles both sides of the fence. As an artist, he's signed to Universal Records, for whom he released *Feed Off* earlier this year, the follow-up to his highly successful indie debut, *I Declare War—We Are Ready*. But his own label, Mass Society, is an indie, and Troy vows to keep it that way. "I'm not gonna even consider taking my label [to Universal]," he says. "I'm not gonna put all the eggs in one basket. They pretty much know that they'll never get the label."

Mass Society's first release, *We Them Georgia Boys*, by Down South Georgia Boys, is distributed through Atlanta-based Southern Distribution. "We are strictly independent," says Troy. "I'm doing all the work backwards. I made sure the CD was in the stores first, and now I'm gonna go back and market it." Troy says the record has sold about 9,000 units since its Sept. 25 release, "mostly by word-of-mouth. People in the stores are really doing all my work for me. I walk around, I go to the clubs, I carry the posters around. I wear one on my chest and one on my back. I do it all."

RETURN TO INDEPENDENCE

As president of In The Paint Records and executive VP of Koch Entertainment Label

Alliance (KELA), Alan Grunblatt creates opportunities for artists like Troy who want to remain independent. The roster for In The Paint (a reincarnated version of Grunblatt's previous label, Relativity) consists of B Legit, KRS-One, Fredro Starr, RZA as Bobby Digital, Haystack, La Chat of Three 6 Mafia and Lil' Keke, while KELA handles artist-owned PK& Deals for acts like Lil' Troy, the Outlawz, Grand Public and Lake.

Grunblatt says hip-hop is finding its way back to independence as artists seek alternatives to get their music out without big budgets. "[Hip-hop] was great for the indies, and then the majors got involved and the cost went

up and they sort of messed it all up so now there's a whole open area. If an artist doesn't go gold, the majors lose

"[Hip-hop] was great for the indies, and then the majors got involved and the cost went crazy—video costs, recording costs, and they sort of messed it all up. All the majors care about is platinum records.

I'm happy selling 300,000 records."

—Alan Grunblatt, In The Paint

get [our acts] out there, market them and ensure that the sound is maintained and to develop them as artists, and that's what we've done. The majors are good for some people," he continues. "They're good for some artists. You might need a major if you want fame, but you don't need a major to get rich." Rice's debut, *Fantastic*, says Rice, sold some 160,000 units with no marketing. "We just toured, and the record sold. If you get it in front of the people, they're going to find it," he notes. The group's next album,

money on it. All the majors really care about is platinum records. I'm happy selling 300,000 records—that's \$3 million in billing."

Even though artists and small labels yearn for independence, Grunblatt says their potential for success depends largely on their alliances. "You have to align yourself with either a major or a big indie like me or Loud. Otherwise, you just can't afford it," he explains. But he says those indies who "play their cards right" could be very successful. "That's how Loud started." ■



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who's new for '02?

Lyrics with substance are the order of the day for next year's new artists. A&R reps are scouting every crack and crevice of the country for the MC making the most noise in the smallest town.

BY MARCI KENON

Abysse, Ragdoll Music Group/Atlantic

Abysse, a St. Louis-based trio comprised of Goblins (Joseph Williams), Johnny Escalade (Aaron Ezell) and Synista (Leland Hogue), wants to bring something new to the game, but within limits. "We try to take our music to the edge without falling off," says Synista of the group's untitled album bowing in March on Ragdoll Music Group/Atlantic. "We may tweak a common snare, but we don't want to go too far on one end of the spectrum while everybody is in the middle."

Abysse achieved the right mix in "Catch 22," the trio's regional hit which landed more than a dozen labels at the group's doorstep, Synista recalls. The St. Louis-based Trackboys produced the album, which Synista feels adds lyrical substance to the music scene.



Abysse



Amazin

Amazin, Universal

Amazin used to get this feeling in his gut when he first heard Nas. "Rap doesn't give me that feeling any more," laments the rapper (aka Marty Mitchell) from Queens. "I want to bring back that feeling and the types of issues 2Pac used to talk about." Amazin gets to do that on *Heal the World*, dropping on Universal in April and led by the single "Cool." He manages to give this floppy track about money, girls, cars and jewelry a bit more depth. "Cool is being yourself, but not going overboard with it," assures the artist who was named by a couple of neighborhood guys amazed by his skills. The remix of "Girls," Amazin's second single, features labelmate Juvenile. Connie

Continued on page 40

How does rap and hip-hop repertoire travel the globe? As a genre deeply rooted in independent labels, rap depends more on international licensing arrangements and less on internal deals by the multinational major labels. In some cases, major labels spin off rap sublabels that operate with the freedom and flexibility of indies. With this in mind, Billboard correspondents offer a capsule look at a few noteworthy independent rap labels in key international markets with information on how they traffic in rap releases.

U.K.

COMPANY: Nation Records

WEB SITE: www.nationrecords.co.uk

TOP EXECUTIVE AND LICENSING CONTACT: Aki Nawaz, managing director, aki@nationrecords.co.uk

Among Nation's most successful albums of the past year is *Burdening on the Gates of Our Ancestors* from TransGlobal Underground. After 10 years and five global-music fusions, which mix hip-hop and dance sensibilities with world-music soundscapes. The album includes exclusive vintage tracks and hard-to-find remixes.

New York-based rap-and-dance-rocker Tommy Boy Records. Like Tommy Boy, Toy's Factory has a strong, almost idiosyncratic image that enables it to maintain a strong identity despite a varied, almost eclectic artist roster. "Our two companies really resemble each other," notes Miwa Kuroki, international A&R manager at Toy's Factory. "We're big indie labels." Tokyo-based Toy's Factory has been Tommy Boy's Japanese licensee since 1999. Prior to that, Sony Music Entertainment (Japan) handled Tommy Boy product in Japan. But Sony's full complement of rap & R&B acts resulted in Tommy Boy seeking a new licensing deal for Japan. Big sellers among Tommy

internationally: who's got the goods?

Another top seller has been the eponymously titled debut album from Charged Hero, a U.K. quintet that combines South Africa sounds with socio-political raps in a fiery musical mix of hip-hop, breakbeats, drum 'n' bass, metal and punk. In the coming year, one of the company's priorities will be Whist Charged, a new act, along with veterans Fun-da-metal (FDM), whose latest album, *They Shall Be Loved*,

was an autumn release in the U.K. Despite being known for its agit-prop lyricism, FDM's new album is short on lyrics and heavy on an eclectic hip-hop mix of global music and chants. As evidence of the strength of the independent licensing network, consider Nation's list of international partners. They include Nocture Records (France), Culture Records (Benelux), Rough Trade/Zomba (Germany, Austria, Switzerland), Bad News Records (Japan), AS Penguin (Greece), BMG (New Zealand), Distrimusic (Spain), Farol Musica (Portugal), Kodomozik (Turkey), Milestone (India), Mate (Czech Republic), Playground Music (Scandinavia) Spingo! (Italy), Tam Tam Records (Poland) and Shock Records (Australia). The label continues to seek partners outside territories where it is not represented, particularly in North America.

—Kwaku

JAPAN

COMPANY: Toy's Factory

WEB SITE: www.toysfactory.co.jp

TOP EXECUTIVE: Takamitsu Ide, president

LICENSING CONTACT: Miwa Kuroki, international A&R manager, miwa@toysfactory.co.jp

The Japanese indie label Toy's Factory is in many ways the perfect partner for

Boy titles released by Toy's Factory include albums by De la Soul and Tony Touch, with sales averaging 40,000 units per album. Kuroki says Toy's Factory focuses on street culture-oriented magazines in promoting Tommy Boy product, emphasizing that the Tommy Boy name is well-known among hardcore music fans in Japan.

—Steve McClure



SCANDINAVIA

COMPANY: Tee Productions

WEB SITE: www.teeproductions.com

TOP EXECUTIVE & LICENSING CONTACT:

Tommy Tee, CEO, tommytee@teeproductions.com

This past year marked the evolution of Norway's Tee Productions from a strictly a production company to a full-service operation involved in promotion, marketing and international licensing. The company also recently renegotiated its Scandinavian licensing deal with Virgin Records Norway,

to be valid only for the Norwegian market. Heading into the new year, the company's top priority is the debut album, *Gourmet Garbage*, from Opaque, which was released in October, and *Afterlife*, the fourth album from Warlock, released Nov. 12. Opaque's music stretches the boundaries of rap and hip-hop by including the laid-back funk influences of the

'70s, while Warlock is described by the label as "straight-up rap with a love of hip-hop." Tee Productions has reached the U.S. market via distribution deals with companies such as Fat Beats in New York. CEO Tommy Tee identifies the U.K., France, Germany and Sweden as key markets for the future, but licensing deals in these territories have not yet been announced.

—Kai Loftus

Continued on page 44



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WHO'S NEW

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McKendrick, Universal's highly anticipated singer/songwriter, joins Amazon on several cuts, including "I Want You" and "One Day."

Bad Seed, Warner Bros.

Brooklyn-born Bad Seed (aka Corey Pierson) grew up listening to all types of music. His mother, who gave him his nickname, was a jazz singer. The melodic cuts from 2675 (also Bad Seed's date of birth) reflect an artist with varying influences. He borrows from Rick and remakes Jay-Z's "Brooklyn's Finest" featuring Notorious B.I.G. "The game needs me," says the handsome rapper who, like Jay-Z, also hails from Marcy Projects. "We can watch all day. I'm not mad about hip-hop right now because everything has its place. But my songs are like my kids, and there ain't anything I'd rather do than be in the studio making hits." Bad Seed dropped two singles independently; "Uhhnnh" and "For the Kids" reached No. 5 and No. 36 on Billboard's Hot Rap Singles chart, respectively.



Bad Seed



Boo

Boo, 1 Life 1 Love/Interscope

"While everybody is caught up in that bling, we are on another page," says Boo (aka Rodrick Williams) of Canton, Miss. "We are like 'Hide all the cars, hide all the jewelry' because the law ain't playin' out here."

When an Interscope A&R rep asked the locals in Alabama about the hot rappers, Boo's name kept coming up. "I'd take the money out of the streets, go buy beats, go buy studio time," says the rapper who created a regional buzz. "I've had three solo albums. We had three videos at the time. [The rep] was like 'You got your shit organized.'" Boo's first national release, *Block 2 Block*, drops on 1 Life 1 Love/Interscope in 2002. "We are just tellin' our side of the story, what we are going through," he says. "We are coming block to block, project to project, gutter to gutter." The album features Boo's family—Queen Boyz, the duo of Benz and Bra also signed to Interscope, and rapper Shuck.

Camp Miller Allstars, Padux Entertainment Group

A television commercial influenced Floss P. (aka Harold Peter Moret) to start a hip-hop program at Camp Miller, a juvenile facility in Moha, Calif. *Camp Miller the Album* features Soulljah B's "Protect Your Head," which also appears on the *Training Day* soundtrack on Priority. The

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RAP AROUND THE CLOCK:

radio jumps in, finally

BY DANA HALL

While hip-hop has been around for more than 20 years, commercial radio didn't wholeheartedly embrace the genre until the late '80s. And it would be another five years before radio stations like WQHT (Hot 97) New York would debut, touting the positioner "Blazing hip-hop and R&B." But, interestingly, even those stations that imaged themselves around the music's lifestyle still played a 50/50% mix of rap and R&B. It wasn't until earlier this year that we saw the debut of a new, all-rap music format at radio. It was a sign of the times—not only in music but in the business of broadcasting, now ruled by consolidation, niche-formatting and cluster strategizing.

In February of this year, Clear Channel debuted WBHH (the Beat) Norfolk, Va., an all-rap station, as a flanking move to protect longtime market leader WOWI from younger-leaning competition. That move raised many eyebrows at the time. But PD/MD Michael "Heart Attack" Mauzone calls all-rap "a format that can grow across the country to stand on its own or—as we used it—as a complement to the Norfolk cluster."

In fact, several months later, Radio One Inc., the largest African American-owned broadcast corporation in the country, debuted all-hip-hop WRHH (Hot 99.3) in Richmond, Va. The Radio One cluster there included heritage mainstream R&B WCDX (Power 92) and several other R&B stations targeting the older demographic. WRHH was also a strategic move against new competition in town from a young-ended hip-hop and R&B outlet, coincidentally owned by Clear Channel.

KOPPEL DOES JAY-Z

Mauzone cites the growing mass-appeal of hip-hop as giving the format legitimacy. He says, "In the past, most people didn't understand the music or the lifestyle—it was an underground thing. But now, you have *Nightline* doing stories on Jay-Z."

"It was a generational gap before. But now the generation who grew up with rap is the desired demo of the advertisers," Mauzone continues. So, while broadcasters have long worried about advertisers' perceptions of the hip-hop audience, Mauzone says, "Advertisers are responding very well, actually. Local club owners love it, and we are getting national advertising. There are so many more companies specifically targeting this demographic—Nike, Reebok, fast-food chains, soft-drink companies. We may even be opening the doors for advertisers who haven't used radio in the past."

At the same time, Mauzone says, "The music has gone through stages over the years. First, it was under-

ground, then it went kind of mainstream with Heavy D, then street again with N.W.A. Then it went pop with Hammer. It's been 20 years, and now it's pop again, but it's the street stuff that is mass appeal—Jay-Z, DMX, Nelly, Ja Rule, Eminem. Even rock music is influenced by hip-hop."

Almost immediately, WBHH had a major impact on record sales in the market. "We've seen a significant increase in sales for this product in the market," Mauzone continues.

"Not so much with the Jay-Z or artists that would have sold anyway, but with a lot of breaking acts. While a lot of stations will support a lot of their rap, I can play it around the clock, which makes a much greater impact, impression-wise. And there is plenty of product available

In February, Clear Channel debuted WBHH (the Beat) Norfolk, Va., an all-rap station, as a flanking move to protect longtime market leader WOWI from younger-leaning competition. That move raised many eyebrows at the time.

to fill up our playlist—including major-label releases and album cuts, and then there is the whole underground scene that mainstream radio can't and won't touch."

TONING DOWN

In the past, most radio didn't embrace the underground product because of concerns over lyrical content, but, Mauzone says, even mainstream R&B radio is pushing the envelope today in the music it plays.

At the time of this debut, WBHH ran a station image drop that said, "If you're looking for a slow jam, this isn't your mother [bleeping] rap station." But Mauzone says that now things have toned down just a bit. "We do edit some songs now. We push the envelope as far as the FCC will let us. We played the album version of Ludacris' 'Ho' without a second thought. We don't play the 'F' word or the 'S' word. We will play songs that contain the 'N' word, but it depends on the song and how it's being used."

Mauzone says that, for hip-hop lovers, one of their biggest complaints is hearing their favorite songs edited or changed lyrically to fit radio, "so we try to keep it real. We're still feeling the format out when it comes to issues like this. This is an untested format, so we'll see as we go along."



WBHH's Mauzone

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new releases

compiled by reashawn hall

JANUARY

Devin, Just Trying to Live (Rap-A-Lot/Virgin)

Hypnotize Minds Presents: Southern Compilation-The Dirty Dirty Vol. 1 (Loud)

Journalist, untitled (Motown)

Main Source, Breaking Atoms (Wild Pitch/JCOR) (reissue)

Main Source, Fuck What U Think (Wild Pitch/JCOR) (reissue)

N'E'R'D, In Search of...(Virgin)
OC, Word...Life (Wild Pitch/JCOR) (reissue)
Project Pat, untitled (Loud)
Q-Tip, Kamaal the Abstract (Arista)
Ruff Endz, Someone to Love (Epic)
Three 6 Mafia, Da Unbreakables (Loud)

Jaguar Wright, Denial, Delusions and Decisions (Motive/MCA)

Xecutioners, Built From Scratch (Loud)

Various Artists, Loud 10th Anniversary (Loud)

FEBRUARY

Bathgate, Dear Rich America: My Story to You (Virgin)

Kool G. Rap, The Giancana Story (Rawkus)

N.O.R.E., Grimey...God's Favorite (Def Jam)

Ron J, Dunn Deal (Motown)

Scienz of Life, untitled (Sub Verse)
Slum Village, Trinity (Goodvibe/Barak/JCOR)
Soluna, Soluna (DreamWorks)
Trav, Fast Life (Motown)
Corey Williams, Corey Williams (University/Motown)

MARCH

Bigg Jus, The Black Mamba Serums, Part 1 (Sub Verse)

Code 5, untitled (Elektra)

Common, Electric Circus (MCA)

Floetry, untitled (DreamWorks)

Kelis, Wanderland (Virgin)

Knoc-turn'al, Knocs Landin' (Elektra)

MJG, untitled (JCOR)

Reel, The Remedy (Roc-A-Fella/Elektra)

Remy, untitled (Motown)

Sharissa, Sharissa (Motown)

Tweet, untitled (Goldmind/Elektra)

Various Artists, Seditious Jewels compilation (Sub Verse)

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WHO'S NEW

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album is the result of Floss P giving the young men access to his studio once they were back on the outside. "The restrictions are that they can't cuss, degrade women, put violence in their raps or talk about their hoodies," says producer Floss P, who has worked with the Outlawz and blind rapper Supervision. "I want the album to be heard worldwide. I want it to be a stepping stone to positive rap that's cool." Boegard, Kid Lyric, Rasca and Double E are also featured on *Camp Miller the Album*.

Chyna Whyte, BME/TVT

"People say I'm hard, but I'm just me," says Chyna Whyte, a New Orleans native aka Stephanie Martin. "I bring real-life issues to the table—things that I have been through in my life." In real life, Chyna Whyte does a court-ordered bracelet and must have her trans-state movements approved by her parole officer before she hits the road to perform "Bia Bia" and the remix of "Put Yo Hood Up" with Lil' Jon & The EastSide Boyz. "We've all talked about so much street stuff because it's real," says the artist, whose debut album drops on Lil' Jon's BME/TVT label in 2002. "But there is another side to the story, and everybody is looking for the spiritual side, asking why we are living and why we are here. That's what I'm going to touch on in a couple of songs."



Lareece

INQ

Common Ground, Speak Easy

INQ (aka Adam Schmalholz) of the duo Common Ground recently taped a performance for Russell Simmons' *Dop Poetry Jam* airing on HBO this month. "I don't write poetry," says the MC. "I just write raps and rock them acappella. People call it poetry, and I don't correct them." *Memoirs of an Insomniac*, the 12-song set of lyrics and music drops on Speak Easy, the independent label owned by Los Angeles-based INQ and partner DJ Kacem-point (aka Justin Doll). "We're a couple of kids who are trying to make sense out of the world through music," says INQ. "It's not easy, especially in times like these. Everybody is just trying to survive in one way or another. One of the ways for me to survive is to put my feelings and my troubles down on paper. It sounds cliché, but it's really true."

doughboy, 280 East Records

It bugged Kels out to hear rapper/vocalist/impersonator doughboy (aka Gregory Crapps). It's imitate her. Busta Rhymes and Nelly are going to be stunned too. "We all kind of borrow from each other, whether it's production

style or rhyme style," explains the Newark, N.J. native. "Everybody rhymes like Jigga now. Everybody does a beat like the Neptunes now. Nobody's honest with it. If I jack your style, I will acknowledge you. It's like giving the footnote in a paper."

Doughboy's debut album, *Baked*, bows in 2002. "We are at least six to seven cuts deep," says the artist, who is also a professional DJ. "It's best for me to go with people who understand my vision, which is to do art," says doughboy, who has known 280 East partner Vincent Carroll for 10 years. "I think the major problem with rap music more so than any other genre is that we are marketed like sneakers and coats. It's the flavor of the month, and then you are out of there."

Lareece, Thugline/Loud/Columbia

Rapper/vocalist Lareece first met Krayzie Bone at one of his video shoots. The St. Louis native (aka Kimberly Laurie Ward) auditioned on the spot for the rapper/entrepreneur, who later signed her to Thugline/Loud/Columbia, which will release her debut album next year. "If I had to choose between singing and rapping, I'd choose rapping, because I like it energy better," says the artist who is prominently featured on Krayzie Bone's latest release, *Thug on da Line*. "I have more range. I can be as aggressive as I want to. I can be soft." On her forthcoming album, Lareece introduces *Scarface*, a crew of five females who collectively rap and sing.

Rob Jackson, Divine Mill/Arista

"I'm putting time into my album and trying to bring hip-hop back to real talent and skills," says Robert Jackson of Lexington, Ky., about *The Rob Report*, his album bowing on Divine Mill/Arista next year. "When you hear



Rob Jackson

my music, you hear a little bit of everything. It's a mixture of so much different stuff that it's new." Jackson left Kentucky to attend college in Ohio, where he started performing in showcases. A college friend introduced him to Mook, A&R rep and brother of KayGee of Naughty By Nature fame. "Rob's got the Southern swing and the accent," explains KayGee, owner of Divine Mill. "But his style, the way he rhymes and his aggressiveness come across like he's straight from New York or the East Coast."

The Last Emperor, Rawkus Entertainment

The Last Emperor (aka Jamal Gray) of Philadelphia is on some other... "Rhymes have always been part of our existence, even as children," he theorizes. "Rhyme lulls a child to sleep and puts the child into a comfortable state of being. That's what I try to do as far as hip-hop is concerned. I take people to Storyland, but the moral of the story still has a very relevant answer for today's listener."

The forthcoming album from this Rawkus artist is executive-produced by Prince Paul (De la Soul). Diamond D, Ayatollah and DJ Muggs (Cypress Hill) contribute to the production. "I'd like for people who have a concern about the direction hip-hop has taken the last four years to view my album as a breath of fresh air," he says. "Hopefully, it can serve as a point of healing and understanding with the social climate in America right now. The album even addresses some questions that a lot of hip-hop listeners have about what's going on with our government and U.S. foreign policy." ■

INTERNATIONAL

Continued from page 38

AUSTRALIA

COMPANY: Creative Vibes
WEB SITE: www.cvbibes.com
TOP EXECUTIVE & LICENSING CONTACTS: Gordon Henderson (gordon@cvbibes.com), Heidi Pasquel (heid@cibibes.com) and Peter Pasquel (peter@cibibes.com)

Of the 14 acts that wave the hip-hop flag on the Sydney-based Creative Vibes label, Soup—a basketball player in his 20s who fell in love with music—is the most mysterious. His album *From Anava Planet* had all the hallmarks of a typical hip-hop production. But the artist took the more European approach, where the rap is just part of the mix. Australian college radio and the Triple J youth network were intrigued by the way Soup

challenged his listeners by using samples, rather than just MC skills, to tell a story. Creative Vibes reached the European market for *From Anava Planet* via a licensing deal with Play It Again Sam. But the Australian indie continues to seek licensing partners for all other territories.

—Christie Elier

ITALY

COMPANY: Extra Vibes
WEB SITE: www.virginmusic.it
TOP EXECUTIVE & LICENSING CONTACT: Carlo Martelli, GM, carlo.martelli@virginmusic.com

Extra Vibes, which was launched as an offshoot of Virgin Music Italy in June, is perhaps the only Italian hip-hop label currently operating at full strength. Italian hip-hop, which enjoyed a brief period of splendor in the second half of the '90s, is generally thought to have fallen upon hard times. "I think we're the only Italian label that is actually scouting and trying to develop new hip-hop and rap acts at the moment," says GM Carlo Martelli. "Sure, there are some established crossover acts still signed to the majors, but most of the small hip-hop labels have gone totally underground," and they tend to view the record industry with suspicion. "Italy's hip-hop scene, it might be added, is a product of the country's *centri sociali* ("social centers," or squats) counterculture, which played a significant role in the anti-globalization protests during this summer's G8 meeting in Genoa—hardly the sort of guys who are looking for a deal with a multinational.

In spite of Italian hip-hop's uncompromising in-your-face image, Martelli believes it can achieve commercial results when toned down, as acts like Articolo 31 and Sottotono have shown. To this end, Extra Vibes has tapped Riccardo Sinigaglia, a producer more readily associated with mainstream artists like Max Gazzé. Martelli, who was previously an A&R man with BMG Ricordi, runs Extra Vibes in tandem with Extra Labels, which opened in Italy in September 1999. Extra Labels gained a certain degree of attention in Italy last year with Caparezza, an eccentric "pop rapper," while Extra Vibes's small stable boasts the "Italian-style" gangsta rap duo from Rome, Flaminio Maphia. Its first single with Extra Vibes, "Bada" ("watch out" in Roman dialect), was released in the summer and has done a discreet 4,000 units. The album *Resurrezione* arrived last month. Since Extra Vibes is part of the Virgin group, its licensing rights are offered to the company's French-based Central Europe Urban Department on a first-refusal basis. But, as Martelli explains, "We're free to make other arrangements after the three-month option has expired, and there's nothing to prevent interested parties from making an approach prior to that."

—Mark Wolden

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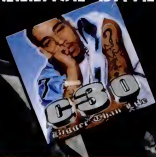
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LAST WEEK 2 WKS. AGO	WEEK	TITLE PRODUCER (SONGWRITER)	IMP/INT & NUMBER/PROMOTION LABEL	Artist	PEAK POSITION
1	1	U GOT IT BAD © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Usher JIVE	1
2	2	ROCK THE BOAT © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Antipah JIVE	2
3	3	DIFFERENCES © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Glenn Davis JIVE	3
4	15	ALWAYS ON TIME © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Ja Rule Featuring Ashanti JIVE	4
5	10	WE THUGGIN' © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Fat Joe Featuring R. Kelly JIVE	5
6	4	GIRLS, GIRLS, GIRLS © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Jay-Z JIVE	6
7	5	FAMILY AFFAIR © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Mary J. Blige JIVE	7
8	8	YOU GET NO LOVE © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Faith Evans JIVE	8
9	11	BUTTERFLIES © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Michael Jackson JIVE	9
10	13	A WOMAN'S MARCH © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Alicia Keys JIVE	10
11	7	LVIN' IT UP © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		R. Kelly Featuring Case JIVE	11
12	6	LIFETIME © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Marshall JIVE	12
13	14	LIGHTS, CAMERA, ACTION! © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Mr. Cheeks JIVE	13
14	9	CAMEL © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		City High Featuring Eve JIVE	14
15	12	RAISE UP © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Patty Public JIVE	15
16	17	LOVE OF MY LIFE © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Brins Meekins JIVE	16
17	20	ROLL OUT (MY BUSINESS) © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Ludicrous JIVE	17
18	19	UGLY © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Thelma Houston JIVE	18
19	16	WHO WE BE © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		DMX JIVE	19
20	18	GOOBYE © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Jagged Edge JIVE	20
21	27	BREAK A NECK © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Busta Rhymes JIVE	21
22	27	BROTHER © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Angie Stone JIVE	22
23	21	#1 © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Nelly JIVE	23
24	25	GONE © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		5 Sync JIVE	24
25	34	TAKS AWAY © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Missy "Missadelman" Elliott Featuring Ginuwine JIVE	25
26	33	LET'S START HOME TONIGHT © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Jee JIVE	26
27	30	WHERE THE PARTY AT © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Jagged Edge JIVE	27
28	22	YOU ROCK MY WORLD © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Michael Jackson JIVE	28
29	21	DIDDY © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		P. Diddy Featuring The Neptunes JIVE	29
30	32	SON OF A GUN © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Jaime Featuring Missy Elliott, P. Diddy & Carl Sagan JIVE	30
31	28	CAN DENY IT © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Feliciano Featuring Nas JIVE	31
32	37	FROM HER MAMA (MAMA GOT A "I") © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Juvenile JIVE	32
33	29	MY REAL © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Junior Lopez Featuring Jay-Z JIVE	33
34	44	NO MORE DRAMA © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Mary J. Blige JIVE	34
35	—	BOUNCIN' BACK (BUMPIN' ME AGAINST THE WALL) © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Mykell JIVE	35
36	29	WHAT AM I GONNA DO © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Tyrese JIVE	36
37	39	BAD INTENTIONS © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Dr. Dre Featuring Nas, Busta Rhymes JIVE	37
38	31	EMOTION © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Destiny F Child JIVE	38
39	40	FATTY GIRL © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Ludicrous, LL Cool J & Keith Murray JIVE	39
40	42	NOTHING IN THIS WORLD © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Kate Wyatt Featuring Aaliyah JIVE	40
41	33	WHAT IF © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Babyface JIVE	41
42	38	JUST IN CASE © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		John Legend JIVE	42
43	57	DON'T YOU FORGET IT © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Glenn Lewis JIVE	43
44	48	WANT TO LOVE YA © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Gerard Lewis JIVE	44
45	32	DANCE WITH ME © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		112 JIVE	45
46	44	FALLIN' © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Alicia Keys JIVE	46
47	43	THE WASH © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Dr. Dre & Snoop Dogg JIVE	47
48	53	WELCOME TO ATLANTA © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Jamie Foxx Featuring Ludicrous JIVE	48
49	59	YOUNG'N (HOLLA BACK) © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Faith Evans JIVE	49

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LAST WEEK 2 WKS. AGO	WEEK	TITLE PRODUCER (SONGWRITER)	IMP/INT & NUMBER/PROMOTION LABEL	Artist	PEAK POSITION
50	67	PART II © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Method Man And Redman JIVE	51
51	52	TURN OFF THE LIGHT © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Nelly Featuring Mr. Jada & Timbaland JIVE	52
52	57	DO U WANNA ROLL (DOULTE THEME) © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		R. Kelly JIVE	53
53	56	MORE THAN A WOMAN © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Blackstreet JIVE	54
54	51	JUGA, THAT N***A © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Jay-Z JIVE	55
55	69	THANK YOU © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		LL Cool J JIVE	56
56	61	HE LOVES ME © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Jill Scott JIVE	57
57	69	ROUND AND ROUND © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Jamie Foxx JIVE	58
58	70	THE WORLD'S GREATEST © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		R. Kelly JIVE	59
59	60	THE WHOLE WORLD © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Outkast Featuring Killer Mike JIVE	60
60	62	ANYTHING © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Jaime Foxx JIVE	61
61	76	PUT IT ON ME © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Dr. Dre & DJ Quik Featuring Mobb JIVE	62
62	66	BURN © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Moby Deep Featuring Nelly & Vets JIVE	63
63	64	STOP PLAYING GAMES © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		112 JIVE	64
64	55	BALLIN' OUT OF CONTROL © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Jamie Foxx JIVE	65
65	55	GOT UR SELF A GUN © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Nas JIVE	66
66	58	ALL Y'ALL © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Timbaland & Magoo Featuring Twista JIVE	67
67	59	DANSIN' WITH WOLFEZ (WHERE MY TRIBE AT) © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Strike JIVE	68
68	75	HEY LUV (ANYTHING) © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Moby Deep Featuring Nelly JIVE	69
69	75	THE WORLD'S GREATEST © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		R. Kelly JIVE	70
70	94	GET MO © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Shawn JIVE	71
71	60	SECRET LOVER © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		The Isley Brothers Featuring Ronald Isley JIVE	72
72	83	YOU MUST HAVE BEEN © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Montell Jordan JIVE	73
73	81	IT'S THE WEEKEND © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Li'l J JIVE	74
74	81	\$100 BILL Y'ALL © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Ice Cube JIVE	75
75	71	I GOT LOVE © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Nas JIVE	76
76	78	CAN HEAVEN WAIT © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Luther Vandross JIVE	77
77	85	GRIMY © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		R. Kelly JIVE	78
78	72	SOMETHING INSIDE © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Shawn JIVE	79
79	63	WE GONNA MAKE IT © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Jadakiss Featuring Styles & Hell JIVE	80
80	83	WEEKEND © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Nas JIVE	81
81	83	UH UH © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		112 JIVE	82
82	72	LOOKIN' AT YOU © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Warren G JIVE	83
83	86	NEVER BE THE SAME AGAIN © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Ghettoside Afrika Featuring Carl Thomas & Redman JIVE	84
84	76	STRENGTH, COURAGE, & WISDOM © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Illinix JIVE	85
85	74	ENJOY YOURSELF © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Allure JIVE	86
86	80	KNOCK YOURSELF OUT © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Jadakiss JIVE	87
87	81	THE STAR SPANGLED BANNER © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Whitney Houston JIVE	88
88	92	WRONG IDEA © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Bad Azz Featuring Snoop Dogg JIVE	89
89	84	PUT YU HOOD UP © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Li'l J & The East Side Boyz JIVE	90
90	81	AS I COME BACK © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Busta Rhymes JIVE	91
91	79	LET'S RIDE © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		The D'Jays JIVE	92
92	93	WORST COMES TO WORST © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Dilated Peoples JIVE	93
93	89	AM TO PM © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Christina Milian JIVE	94
94	100	2-WAY © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Reyes Featuring Shaggy, Ricardo "Rik Rok" Dacosta, Brian & Terry G JIVE	95
95	91	GROUND ZERO (ON OUR HEARTS YOU WILL REMAIN) © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Cash & Campa JIVE	96
96	91	THINK BIG © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Crucial JIVE	97
97	91	MY LIFE © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Do La Soul JIVE	98
98	95	MY LIFE © 2001 JIVE RECORDS INC. (JIVE) (JIVE)		Kool & Jay-Z JIVE	99

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R&B/HIP-HOP



by Rashaun Hall

RETURN OF THE DON: Although he has three albums already under his belt, Fat Joe still took nothing for granted on his latest Atlantic set, *J. O. S. E. (Jealous Ones Still Envy)*, out Dec. 4.

"I knew this album was all or nothing," Joe says frankly, adding that after his best friend, rapper **Bun**, passed away, he "didn't have a luxury of being comfortable. There was no comfort zone—it was either I do the best work of my life, or I don't eat anymore."



FAT JOE

That said, the Bronx, N.Y., native has crafted a relentless 17-track collection that includes "It's OK" and "Still Real."

"That was supposed to be on Bun's album," Joe says of the former song. "We were going to do that before he passed away. When you're in the same camp, you don't worry about those songs until the end. You try to get the outside artists first, so at the end of the album you just do the crew tracks, and it's over. So, Bun and I had the idea for the song, and he actually picked out that beat but passed away before we got to do it. I knew I had to do it on this album."

"Still Real," the sequel to 1995's "Is Real R," features an intensely personal portrait of Joe. "People think that just because you have money that life is not full of pain," the rapper says. "They think that rappers are super heroes—and that's not the case. My job is to entertain and bring you good music, but make me feel good—I'm hurting right now. I need some support, too."

Lead single "We Thuggin'," Joe's collaboration with R. Kelly, is already gaining attention. The single currently rests at No. 15 on the Hot Rap Singles chart.

"I already had the track and I wanted him, but I didn't think I could get him," says Joe, who met Kelly at last year's NBA All-Star Weekend in Washington, D.C. "The funny thing was when I met the R, he told me he was

a fan and he wanted to work with me. I said, 'Say no more. I've got the track.'"

"I've been categorized so much as this hardcore gangsta rapper that not too many so-called R&B cats would want to tarnish their image with the gangsta rap," Joe adds. "Being that the R is the real deal, it was beautiful."

Joe is also continuing with his acting career. Fans can catch him next in the film *Empire*, starring John Leguizamo and Treach.

NEVER NEVERLAND: Indie veteran Shabazz Shaddeq recently released his full-length debut, *Never Say Never*, on Raptivism Records.

"I got with Raptivism through the *No Jams* project, and I felt that our mentals were in the same place," Shaddeq says. "We wanted to put out something new and fresh for my project. They knew about my struggles with other labels, so they were with me. I also wanted to stay on the independent level because they have the same goals I have—to put out good music and get it heard, as opposed to only selling records."

Shaddeq began his career as a single artist for Rawkus Records. "I felt like I did with Rawkus, they were growing experiences," he says. "Every year, I'd put out something different; so from my first record to the last 12-inch I did with Rawkus, you could see my progress. With the new record, I wanted heads to see where my skill level is at now. Now, I'm trying to put everything in my chest into every track. Everything that I feel I've put into this album."

HIP-HOP SHOWS HEART: In recent weeks, the hip-hop contingent has come out en masse to show love for their communities. In New Orleans, the *Cash Money* family provided turkeys for needy families. Roc-A-Fella Records recently held its benefit concert featuring Jay-Z at Harlem, N.Y.'s Apollo Theater to benefit Team Foc, a self-empowerment program focusing on motivating young people ages 8 to 18 to achieve academically and develop leadership skills. DMX and his family spent Thanksgiving Day at the Nepperhan Community Center in Yonkers, N.Y., where X donated his time and money to several needy children and families.

CORRECTION: The Beatsnuts have led Loud Record. The Beatsnuts were dropped, as was previously reported.

Rashaun Hall may be reached at rhall@billboard.com.

Billboard HOT R&B/HIP-HOP AIRPLAY

LAST WEEK	TITLE	ARTIST	IMPACT	PROMOTION	LABEL	LAST WEEK	TITLE	ARTIST	IMPACT	PROMOTION	LABEL	LAST WEEK	TITLE	ARTIST	IMPACT	PROMOTION	LABEL
1	U Get It Bad	Usher	1	1	1	30	Let's Stay Home Tonight	Usher	1	1	1	54	Turn Off The Lights	Usher	1	1	1
2	You Rock My World	Usher	2	2	2	23	You Rock My World	Usher	2	2	2	60	Young & Beautiful	Usher	1	1	1
3	Differences	Usher	3	3	3	31	Don't Let Me Go	Usher	3	3	3	53	More Than A Woman	Usher	1	1	1
4	Always Be True	Usher	4	4	4	27	Can't Deny It	Usher	4	4	4	52	Jays The First	Usher	1	1	1
5	Girls, Girls, Girls	Usher	5	5	5	25	Diddy	Usher	5	5	5	65	Thank You	Usher	1	1	1
6	We Thuggin'	Usher	6	6	6	42	Source: Back	Usher	6	6	6	58	He Loves Me	Usher	1	1	1
7	Remember	Usher	7	7	7	36	From Her Mouth (Mama Got A')	Usher	7	7	7	56	Do U Wanna Roll (Deleite Theme)	Usher	1	1	1
8	We Move Drama	Usher	8	8	8	44	We Move Drama	Usher	8	8	8	59	Put It On	Usher	1	1	1
9	A Woman's Worth	Usher	9	9	9	28	I'm Real	Usher	9	9	9	72	Anything	Usher	1	1	1
10	Levin' It Up	Usher	10	10	10	37	What Am I Gonna Do	Usher	10	10	10	55	Believe Out Of Control	Usher	1	1	1
11	Lifetime	Usher	11	11	11	37	Bad Intentions	Usher	11	11	11	64	Hey Love (Anything)	Usher	1	1	1
12	Lights, Camera, Action!	Usher	12	12	12	40	Nothing In This World	Usher	12	12	12	70	The World's Greatest	Usher	1	1	1
13	Where The Party At	Usher	13	13	13	39	Where The Party At	Usher	13	13	13	66	Round And Round	Usher	1	1	1
14	Carroll	Usher	14	14	14	41	Just In Case	Usher	14	14	14	57	You Must Have Been	Usher	1	1	1
15	Love Of My Life	Usher	15	15	15	35	What If	Usher	15	15	15	67	All In It	Usher	1	1	1
16	Rease Up	Usher	16	16	16	45	Made To Love You	Usher	16	16	16	74	\$100 Bill Y'all	Usher	1	1	1
17	Roll Out (My Business)	Usher	17	17	17	32	Emotion	Usher	17	17	17	71	Can't Stop	Usher	1	1	1
18	Goodbye	Usher	18	18	18	50	Don't You Forget It	Usher	18	18	18	69	Grimey	Usher	1	1	1
19	We Be	Usher	19	19	19	33	Once With Me	Usher	19	19	19	67	We Gonna Make It	Usher	1	1	1
20	Ugly	Usher	20	20	20	42	Fatty Girl	Usher	20	20	20	68	Burn	Usher	1	1	1
21	41	Usher	21	21	21	51	Welcome To Love	Usher	21	21	21	70	Round And Round	Usher	1	1	1
22	Break Ya Neck	Usher	22	22	22	46	The Weak	Usher	22	22	22	71	Can't Stop	Usher	1	1	1
23	Brother	Usher	23	23	23	38	Feelin' Do Ya Body	Usher	23	23	23	69	Grimey	Usher	1	1	1
24	Good	Usher	24	24	24	43	Fellin'	Usher	24	24	24	67	We Gonna Make It	Usher	1	1	1
25	Take Away	Usher	25	25	25	63	Part II	Usher	25	25	25	70	Burn	Usher	1	1	1

● Based on the general marketplace. © 2001, Billboard® Communications and SoundScan, Inc. Compiled by SoundScan from a national database of artists, selected by Billboard Data Systems. This database is electronically monitored 24 hours a day, 7 days a week. Songs ranked by genre, impressions, compiled by cross-referencing each source of airplay with Airplay Market data. This data is used to compile the Hot R&B/Hip-Hop Singles & Tracks chart.

Billboard HOT R&B/HIP-HOP SINGLES SALES

LAST WEEK	TITLE	ARTIST	IMPACT	PROMOTION	LABEL	LAST WEEK	TITLE	ARTIST	IMPACT	PROMOTION	LABEL	LAST WEEK	TITLE	ARTIST	IMPACT	PROMOTION	LABEL
1	Family Affair	Usher	1	1	1	8	Nothing's Wrong	Usher	1	1	1	35	My Life	Usher	1	1	1
2	Don't Let Me Go	Usher	2	2	2	36	I Do!	Usher	2	2	2	63	U Get It Bad	Usher	1	1	1
3	Remember	Usher	3	3	3	29	Fatty Girl	Usher	3	3	3	54	Thank You	Usher	1	1	1
4	It's The Weekend	Usher	4	4	4	14	Buster	Usher	4	4	4	53	Who We Be	Usher	1	1	1
5	The Star-Spangled Banner	Usher	5	5	5	34	Young & Beautiful	Usher	5	5	5	60	My Project	Usher	1	1	1
6	Special Delivery	Usher	6	6	6	16	Rease Up	Usher	6	6	6	49	Loveless	Usher	1	1	1
7	Green Zone (In Da Heart We Will Remain)	Usher	7	7	7	39	Lights, Camera, Action!	Usher	7	7	7	44	U Get It Bad	Usher	1	1	1
8	Think Big	Usher	8	8	8	27	Source	Usher	8	8	8	61	DiDy	Usher	1	1	1
9	Always Be True	Usher	9	9	9	33	Break Ya Neck (Deleite Theme)	Usher	9	9	9	50	There She Goes	Usher	1	1	1
10	Where The Party At	Usher	10	10	10	25	Do U Wanna Roll (Deleite Theme)	Usher	10	10	10	58	This Is Me	Usher	1	1	1
11	Bye-Bye Baby	Usher	11	11	11	48	Ugly	Usher	11	11	11	67	Purple Hills	Usher	1	1	1
12	As I Come Back	Usher	12	12	12	66	Her-Ty (Doyle)	Usher	12	12	12	60	Roll Me	Usher	1	1	1
13	Rock On	Usher	13	13	13	40	Chillin' In Your Benz	Usher	13	13	13	60	Round And Round	Usher	1	1	1
14	Good	Usher	14	14	14	40	Piasta	Usher	14	14	14	70	Never Be The Same Again	Usher	1	1	1
15	Playa Playa (Playing The Game Right)	Usher	15	15	15	19	Can't Stop	Usher	15	15	15	72	Stranger In My House	Usher	1	1	1
16	I'm Your Girl	Usher	16	16	16	59	Round And Round	Usher	16	16	16	70	Body Part	Usher	1	1	1
17	Pe PUNCH	Usher	17	17	17	41	Boyz n the City	Usher	17	17	17	74	Because I Got High	Usher	1	1	1
18	Trust Your Love	Usher	18	18	18	56	2 Way	Usher	18	18	18	70	Let It Be	Usher	1	1	1
19	Levin' It Up	Usher	19	19	19	43	Roll Out (My Business)	Usher	19	19	19	57	Turn On The Lights	Usher	1	1	1
20	Jump Up To The Ball	Usher	20	20	20	28	Don't Let Me Go	Usher	20	20	20	64	Turn Off The Lights	Usher	1	1	1
21	Burn	Usher	21	21	21	51	You Gets No Love	Usher	21	21	21	65	Big Poppa's Warning	Usher	1	1	1
22	Someone To Call My Lover	Usher	22	22	22	42	Girls, Girls, Girls	Usher	22	22	22	62	From Her Mouth (Mama Got A')	Usher	1	1	1
23	We Thuggin'	Usher	23	23	23	45	I Got Love	Usher	23	23	23	62	All My Thugs	Usher	1	1	1
24	Don't Nobody (We Got It Locked)	Usher	24	24	24	37	Enjoy Yourself	Usher	24	24	24	65	Separated	Usher	1	1	1

● Based on the general marketplace. © 2001, Billboard® Communications and SoundScan, Inc. Compiled by SoundScan from a national database of artists, selected by Billboard Data Systems. This data is used to compile the Hot R&B/Hip-Hop Singles & Tracks chart.

Sound Advisors Has Perfect Pitch When Placing Songs In Ads, On TV

BY JIM BESSMAN

NEW YORK—Among the many services offered by Sound Advisors is the pitch library. It consists of tracks by the 50 or so select artists that the 2-year-old artist-development company seeks to place with advertising agencies, music supervisors, and record labels.

Peggy O'Brien, co-founder with partner Louise Coogan of the New York City-based independent music-oriented firm, says, "Our requirement is that [pitch library material] be really good—master quality, one-shots. [Music supervisors] just want to license a track as is, so it has to be exceptional—and what gets the determinants of what gets pitched there."

Sound Advisors, O'Brien says, has successfully placed its library material in such TV programs as HBO's *In the City*, the NBC series *All About Us*, and various daytime dramas.

Meanwhile, the company's support of Hudson Valley, N.Y.-based folk-rock trio Von Em has resulted in the placement of a new arrangement of "Sweet Little Jesus" for a Von Em commercial, which debuted during last year's Super Bowl and remains ubiquitous on TV and radio.

"They've been getting residuals ever since," O'Brien says, noting that the group has also been able to produce a "significant three-song demo and get out in the world."

Von Em's success has also helped get the word out about Sound Advisors. "Our reputation is starting to catch on," Coogan says, but "we're only as good as the artists we represent."

But Sound Advisors' artist representation activities are an adjunct to its emphasis on artist development. O'Brien says, "When we met, we realized the lack in the industry for a reliable artist development resource—a place where artists can go and ask questions and provide what artist development used to be."

Coogan adds, "It's funny, because we thought our initial function would focus on explaining publishing and performance rights societies. But with the consolidation of the industry, a lot of artists who used to be signed now need help in other areas, like overseeing radio campaigns or finding a press person or back-office person."

Coogan's pitch library is in radio and independent radio promotion complements O'Brien's experience as a music industry attorney specializing in music licensing and

contract administration. SESAC-N.Y. writer/publisher relations VP Linda Lorence says, "They offer a unique service to songwriters, because they use their experience and contacts to map out a strategic plan for each individual client. Louise's [experience] as a promoter is especially helpful to songwriters, because she can handpick songs to run with that are the most radio-friendly. [which is] invaluable if getting radio play is the goal."

"She and Peggy also respect the importance of great songwriting," Lorence adds. "They are able to sit down with songwriter clients and choose the best songs for the project, whether it's a film, CD, or demo. And they only work with writer/artists they believe in."

When it comes to using independent music, Coogan notes,



O'BRIEN, LEFT, AND COOGAN

"everybody wants it, but nobody can filter through it." Sound Advisors then acts as a "filtering system" for professional music users seeking independent music. It counsels 150 songwriter/artists of all genres in the mysteries of the music business.

Coogan continues, "We provide a place where people can go to ask questions. With beginning songwriters, we help them understand what shares are, the value of copyright, and all the basics—and encourage them to affiliate with performing rights societies. When we get writers who've already done a lot and are more established, we encourage them to think 'outside the box' as far as the uses for their songs and to get them in good enough shape to be licensed as a whole for film or TV, [as well as encourage them to] collaborate with other artists."

Calling songwriting an art that needs to be practiced, Coogan adds that Sound Advisors encourages its clients to "write and write and write," as well as take classes. "You won't always have a gem," she says, "so we actually encourage rewrites and networking with other artists and going to their shows to see what else is out there—and to not be afraid to take a [creative] leap."

In promoting performing rights

society affiliation, the firm provides solid contacts and suggests that clients call affiliated artists for references and recommendations. Coogan says, "We also ask them to use the organization to its fullest potential. They offer many workshops—many of which are free—and really present great information."

Sound Advisors also sponsors workshops. A recent session involving the Nashville Songwriters Assn. was held at ASCAP's offices in New York City and featured Keaton Music Group's Chris Keaton. Coogan says, "He came to New York, and we encouraged all our writers to come hear him lecture. One of them caught his ear, and he's now actively pitching her songs to people in Nashville."

Among Sound Advisors' biggest success stories is Phil Roy, who was already a significant open writer for other artists when he sent his own album, *grouchy-friendlly*, to Coogan.

"Because of my radio background and our interest in indie talent, we were hired to program the new national radio show on the Music Choice network. Coogan says, "About 80% of the submissions are bad, and Phil's was the only record in the pile that stood out. But he had no management or clue as to how to work a record."

"So we sent it out to 16 major-market-station friends of mine, and 13 of them played it," Coogan continues. "It became a No. 1 song on triple-A stations in New York and Philadelphia last year, and he made a lot of headway in the singer-songwriter world to the point where he was just named the indie songwriter of the year by *Musicians Atlas*. And he'd never performed before, but [New York City club] the Bottom Line got him to play, and the response was so enormous that he's headlined several times since."

Stressing that Sound Advisors is a huge proponent of maintaining ownership of your intellectual property, Coogan adds that since label deals aren't what they used to be, "artists need to remain an indie artist and 'still sell at a good rate from his Web site and amazon.com, which named him in the top 10 of emerging artists in sales last year.'"

Reciting one of the company's mantras, O'Brien concludes that "you never know." Tossing in a couple other gems, she adds, "The harder you work, the luckier you get" and that "everyone's entitled to our opinion."

Words & Music

by Jim Bessman

THE OUTSIDE OF THE INSIDE: "I'm familiar with the cover/I don't need to read the book/I police the world of action/inside's where I never look."

So reads a verse from "The Outside of the Inside," Richard Thompson's contribution to the growing canon of songs inspired by Sept. 11.



THOMPSON

But aside from the powerful lyric, what makes the legendary English singer/songwriter/poet's story stand out is that Thompson is a Muslim. He's also understandably reluctant to discuss the song—and his religion.

Indeed, Thompson is still smarting after a reporter misquoted him years ago regarding the Ayatollah Khomeini-declared *fatwa* on Salman Rushdie. He said that instead of killing the author—as Khomeini had demanded in judgment against Rushdie's controversial novel *The Satanic Verses*—he should be tortured by having to read his own books. When printed, though, the phrase "by having to read his own books" was edited out.

"I like to make music without [religion] being the way of people," Thompson says, noting that Islam is an emotional world that pushes buttons—and usually the wrong buttons—"when I want to get deeper into people without them reacting to superficial emotional words."

Although there are "tons of references" to his religious beliefs in the Bug-administered *Bleeding Music* (BMJ) writer's profile catalog, "I wouldn't want them to be recognizable," Thompson explains. "If I say, 'I'm a man of peace and [that] I worship the way of peace and worship the Great spirit,' that has a different meaning for Western ears than saying, 'I'm a Muslim who practices Islam and worships Allah,' which is the same thing."

Thompson says he was "guttured"

by the events of Sept. 11 and sought solace by listening mainly to spiritually uplifting music by such English classical composers as Henry Purcell, Edward Elgar, and Gustav Holst. "I felt that whatever I produced would seem rather trivial," he explains, "and it took a while for me to feel creative."

Eventually, Thompson came to view the Taliban as "the people of the outside," he says, portraying them further as "people who are more interested in worshipping religion than worshipping God. And so far as I'm concerned, it's inconceivable to practice a religion and supposedly listen to one's inner voice and yet do the disgusting things that the Taliban do to other people."

Disputing Western pundits who have denounced the Taliban for striving to devolve civilization back to the Middle Ages, Thompson says, "It actually goes much farther back than that: From 800 to 1400, the Islamic world led the way in medicine, science, and the arts. So really, the Taliban are aiming more for the Dark Ages."

The "language of prejudice" against Islam, meanwhile, goes back to the Crusades, he notes. "I'd rather be using a language that hits people at a different level. When they said 'Osama bin Laden—Islamic extremist' on Sept. 11, I said, 'If that's Islam, I'm a Buddhist . . . a Jew . . . I don't care: Religion is a process, not the thing you worship. The Qur'an clearly states that there be no compulsion in religion, and the great Islamic civilizations of the past were areas of scientific inquiry, social equality, and human generosity.'"

And while it is "easy to be critical of Western governments and the domination of global corporations over our lives," Thompson has gained a new appreciation for the U.S. where he lives most of the time when he's not on tour.

"Barbie dolls, Las Vegas, *The Price Is Right*—they're all superior to anything under the Taliban," he says. "One could say the U.S. is a country founded on Islamic principles. Certainly, one is more free to practice one's spiritual path in the U.S. than in almost any country in the Middle East."

Currently inspired, Thompson has been performing "The Outside of the Inside" with an explanatory introduction—at recent concert stops. He says, "I get cheers for it occasionally—which is disconcerting, especially because of what it's about."

LATIN MUSIC 6-PACK



BILLBOARD'S ONGOING COVERAGE OF THE LATIN MUSIC INDUSTRY

Tuning In To Hispanic Music

Spanish-Radio Networks Expand To Encompass Varied Programming For A Growing Audience

BY LEILA COBO

MIAAMI—There was a time when Spanish-language radio in the U.S., what little you heard, strove to be everything to everyone. A little bit of talk, a little bit of music—in multiple formats—a little bit of news.

It's a far cry from what Spanish radio, increasingly segmented in formats and increasingly viable, has become today. "It's a very vibrant format," says Thom Moksarsky, VP of communications for Arbitron Inc. "It's seen a slow, steady rise in recent years, and we work hard to measure it properly."

According to Arbitron, in the spring of 2001, the average quarterly share (AQH) for Spanish radio was

go in with no assumptions and find what's missing."

Gleason describes HBC as "a network of non-network stations," that believes in "localization" and autonomous programming according to market needs.

He also says it's a network in expansion. Aside from the Fresno purchase, HBC just put Amor 103 FM and 106 FM on the air in Phoenix, the result of a recent purchase of four signals in that city. Three have gone to Amor—which will be a Phoenix version of other Amor stations, the format that research dictated was needed—and one will be used to extend La Nueva's coverage in the Phoenix area.

At competing network Spanish Broadcasting System



7.0 when compared with all formats nationwide, up from 6.7 in the fall of '98.

Within that, regional Mexican radio has an AQH of 2.5, Spanish contemporary 2.1, tropical 0.8 and Tejano 0.2. The numbers may not be huge, but the panorama is healthy, with major Hispanic markets like Los Angeles, New York, Miami and Chicago getting new sub-formats all the time and smaller markets like Nashville and Omaha getting AM stations as the Hispanic population spills into non-traditional markets.

"Formats depend on the market," says David Gleason, programming director for Hispanic Broadcasting Corporation (HBC), which owns some 50 stations in 13 markets, including FM stations in each one. "We just bought a Fresno station. It's our first station in that market, and we'll do what we do in any market. We'll

(SBS), which has stations in 13 major markets, the emphasis is on "increasing revenue and ratings through hiring improved people," according to executive VP of programming Bill Tanner, who moved from HBC last year.

Tanner's core of programmers includes programming director Pio Ferro and programming VP Jesús Salas in Miami. A recent hiring is Martha Shalhub, who is in training to become the PD at HBC's newest purchase, KXOL El Sol, in Los Angeles, which has been operating since April 30. KXOL's format is AC, focusing on romantic regional Mexican music, as well as a few international superstars.

"It's a mix that was very carefully crafted. We're always looking for opportunities to expand, and we believe the major opportunities are in the big, big

Continued on page LM-14

The Repertoire Bridge From Spain

Facing Many Obstacles, The Next Wave Of Spanish Acts Attempts To Cross Over To Latin America

BY HOWELL LLEWELLYN

MADRID—What was already a slow traffic flow across the repertoire bridge linking Spain and Latin America trickled to a near halt after the terrorist attacks of Sept. 11. The year was already proving very sluggish for activity between the Spanish and Latin markets, and the cancellation of the Latin Grammy Awards highlighted that stagnation.

While not all agree that the outlook is so pessimistic, most label observers in Spain say there are two primary obstacles hindering an increase of traffic on that 500-year-old cultural and linguistic bridge.

One is the dire economic situation facing almost all of Latin America, linked to widespread piracy. The International Federation of the Phonographic Industry (IFPI) reporting first-half CD album shipments down by 23% in Latin America, compared to the same period last year.

Another is a troubling lack of interest in Spanish music in U.S. Latin media, not to mention the mainstream media. "The worst thing is radio, where formatting is much tighter than in Spain," says Beatriz Pérez, international marketing director at Warner Spain. "It's not tropical or romantic, then they tend to format music as rock, for example, which makes it harder to get airplay. Luckily, the media in Latin America is warmer to Spanish artists."

Artists now established in U.S. Latin and Latin American markets, such as Alejandro Sanz or Jaraque de Palo, broke through more than a year ago. There has barely been a single breakthrough in 2001 in the Latin markets by any new Spanish artist.

And very few new Latin artists have made an impact in Spain. One is Paulina Rubio. Spain is her best market outside her native Mexico, and her album *Paulina* (MuXXic/Universal) has sold more than 300,000 units.

Continued on page LM-13



Malú



RADIO IN SPAIN
LM-1



ALTERNATIVE
OUTLETS
LM-1



CHARTS
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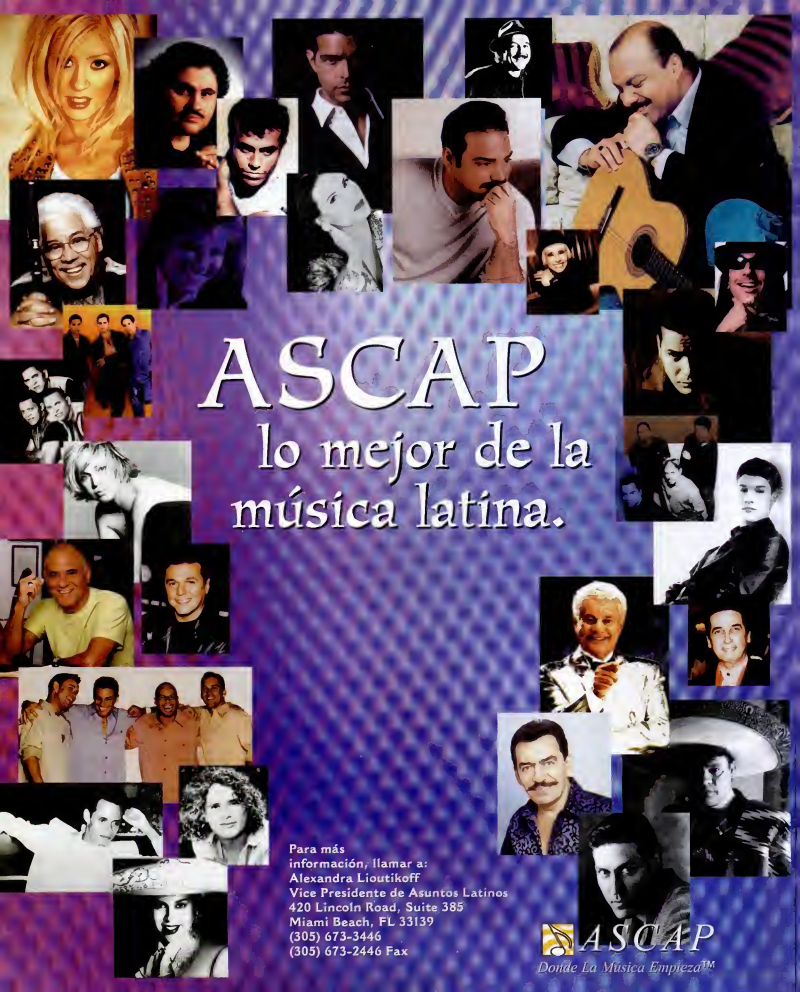
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The Radio In Spain Stays Mainly In The Mainstream

Latino Acts Go Through Spanish Radio On Their Way To European Success

BY HOWELL LLEWELLYN

For Latin artists and their labels seeking to make an impact in Spain, a basic knowledge of the Spanish radio landscape is essential. The music-radio scene in Spain is puzzling even for most observers in neighboring European territories, never mind for those in the U.S. and Latin America. It is puzzling not for its complexity but for its relative simplicity.

Far from the regional fragmentation, heavy syndication and tight format control of U.S. music radio, for example, Spain boasts centralized and fairly flexible formats. Specifically, between 75% to 80% of the music-radio stations in this country of 40 million people belong to one radio group, Cadena SER. At least half of Spain's total population tunes in to music radio every day.

SER itself is a subsidiary of the audiovisual holding company Grupo Prisa. In October, Grupo Prisa made a move into the Latin American market by acquiring

50% of Radiópolis, the 17-station radio division of Mexico's media giant Televisa. Prisa also owns music conglomerate Gran Vía Musical (GVM), which is 75% owner of Miami-based Latino music label MuXXic Latina (the other 25% is owned by Universal Music Group), as well as various TV interests, book publishers and Spain's prestigious top-selling daily *El País*.

Four of Spain's five most popular music-radio networks belong to SER. The top-40 pop leader, Los 40 Principales, has a daily audience of some 2.8 million, according to the latest Estudio General de Medios (EGM) national survey covering March to May 2001.

Spanish-language-only "romantic and Latino" Cadena Dial is listened to by 1.6 million a day. The third most popular Spanish network is adult-contemporary/gold M-80 Radio, with 900,000 listeners.

REPERTOIRE BRIDGE

Continued from page L3-L4

Also, Venezuelan singer Carlos Baute's RMI album *Dame De Eso* (*Give Me a Bit of That*) went platinum in Spain, with 100,000 sales since its release in September.

"Apart from being the doorway to Europe, Spain represents my infancy because I spent long periods in Madrid and A Coruña," says Rubio, who staged an autumn tour of Spain with Café Quijano, a Warner Spain act that has made a mark in the U.S. and Latin American markets, winning two Grammy nominations along the way. That band's second album, *La Taberna del Buda* (*The Buddha's Tavern*), was recorded in Los Angeles and released in the U.S. and Latin American markets in June. Its most successful territories have been Mexico and Chile, and a New Year tour is planned for the region, including the U.S.

WHO'S NEXT

However, Spanish labels do have a promising list of artists who they hope will turn the situation around completely in 2002.

The brightest Spanish hope—



Grupo PRISA

ers. In the fourth spot is the hot adult-contemporary Cadena 100, which belongs to the Catholic Church-owned Cadena COPE and has an audience of 850,000. The only important ranking difference in recent years is that M-80 and Cadena 100 have swapped positions.

In fifth place is Spanish-language-only Radiólicé (500,000 listeners), whose major difference from Cadena Dial is that Radiólicé features Spanish artists only and is a kind of "Spanish country or traditional music station, past and present," according to Francisco Herrera, director of Dial.

Los 40 has 67 stations, Dial 86 stations, M-80 37 stations, and Radiólicé 20 stations, which include four Radiólicé Tropical stations in the Canary Islands.

GOING PUBLIC

At a national level, the only other noteworthy network is the

Continued on page L3-L4

SGAE executive president Teddy Bautista points out that the U.S. Latino market is more diverse than many people realize, adding that the U.S. is the biggest source of SGAE copyright collection, with some \$5.6 million income generated last year.

But BMG Spain international exploitation director Sonsoles Armendariz does not expect much feedback until Estopa's first U.S. and Latin American tour. It is planned for February to coincide with the album release there.

Armendariz mentions another BMG artist from Spain, Joaquín Sabina, who is very popular in Argentina and Mexico, and who, at the age of 50-plus, has found a new teenage audience in Spain.

"But, in Latin America, that has not happened," Armendariz says. "The Latin American market is more faithful than the Spanish, but the Spanish market adapts more. Part of this is because, in Spain, you can hear Sabina on top 40 radio, but never in Latin America or the U.S. Also, Spanish radio is very supportive of new material from the Latin markets, which is not true the other way around."

Continued on page L3-L4

Other Alternatives

Spanish Music Can Be Heard In Niche Programming On AM And Public Stations

Driven increasingly by research and ratings, many Spanish-language FM stations have become a hard nut to crack, especially when it comes to new or alternative artists. As a result, many labels are looking for alternative outlets on the airwaves, from AM stations to Internet radio to college stations and public radio.

Marco Werman, senior producer for The BBC, a co-production of PRI, the BBC World Service and station WGBH in Boston, regularly plays Latin music in the daily "Global Hit" segment.

"We felt music from around the globe plays an important role in demystifying the world for American listeners," says Werman. "It's a chance for them to hear the music and find out about other countries through that music."

Werman says he plays Latin music of all genres—from mainstream pop to Brazilian—at least once a week. And his average listeners—40-year-old white males who make over \$50,000 per year—like none.

"We're talking about a daily 60-minute program of which the last five minutes is a music profile," says Werman, who has recently profiled Paulina Rubio, Huey Dunbar and Ginga. "But the most common e-mail we get to the program is not about someone who disagrees about an interview, but from someone asking what was the name of that artist you played and how can we get the CD."

I know for a fact that, for a number of artists we profile, their labels send me e-mails and ask for copies of the program because they see a spike in sales. So, yes, I believe so strongly that profiling the artists, whether they're Latin or not, converts into album sales."

Other stations that regularly play Spanish-language music include KCRW in Los Angeles and WYPR in Philadelphia. Non-commercial radio's capacity to take Latin music to a different audience was most widely noted

with the success of Buena Vista Social Club. But obviously, it's not a cure-all, especially given that not all public or non-commercial stations even play Latin music.

"It's definitely a valuable tool for a niche market," says publicist and promoter Josh Norek, who's found acceptance in public radio for artists like Julieta Venegas. "Does it generate huge sales? No. It's not like getting airplay in La

Mega, but it works for a niche market."

Norek's *Escena Alternativa*, a compilation of mostly U.S.-based alternative bands, debuted on Billboard's Top Latin Albums chart last spring, a significant achievement for an independent CD with no major backing. Promotion was done mostly on non-commercial stations.

"I think it makes an impression on both Latino and non-Latino audiences," says Norek. "Don't discount the number of Latinos who are reading *Rolling Stone* or listening to NPR."

There are other alternatives, so to speak, for alternative music. "There's a lot of effort directed toward the English-speaking market, but the bulk of alternative music fans in places like Los Angeles and San Diego listen to Spanish-language media," says Kike Posada, publisher of *Boom! Magazine* and producer of "Boom! Radio," a daily radio program that airs every evening on Radio Uno 1360 AM in Miami. Posada's three-hour show features a wide variety of music, both alternative and mainstream.

Dance, rap and R&B-tinged artists have also found an unlikely ally in Power stations, which are willing to play more dance-oriented dance tracks, even in Spain.

Miami's Power 96, for example, has been a champion of artists as diverse as Paulina Rubio, Son by Four and Elvis Crespo, who have gotten airplay thanks to dance remixes and bilingual versions that have, in turn, led to airplay for the straight Spanish versions. —LC

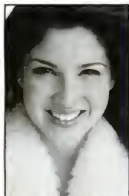


LATIN MUSIC 6-PACK

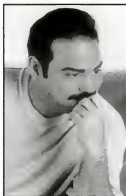
On The Radio

The recaps in this Spotlight cover the period from the Aug. 4, 2001, issue of Billboard through the Nov. 10 issue. Radio airplay rankings are compiled using gross audience impressions as monitored by Broadcast Data Systems (BDS). Titles receive points for each week they appear on the chart.

The recaps were compiled by Anthony Colombo, with assistance from Latin charts manager Ricardo Campanioni.



Jaci Velasquez



Gilberto Santa Rosa

Hot Latin Pop Airplay Titles

Pos. TITLE—Artist—Impire/Label

- 1 **COMO SE CURA UNA HERIDA**—Jaci Velasquez—Sony Discos
- 2 **AZUL**—Cristian—Ariola/BMG Latin
- 3 **O ME VOY O TE VAS**—Marco Antonio Solís—Fonovisa
- 4 **BESAME**—Ricardo Montaner—WEA Latin
- 5 **PUEDEN DECIR**—Gilberto Santa Rosa—Sony Discos
- 6 **COMO OLVIDAR**—Olga Tañón—WEA Latin
- 7 **SUERTE**—Shakira—Epic/Sony Discos
- 8 **YO NO SOY ESA MUJER**—Paulina Rubio—Universal Latino
- 9 **ABRAZAME MUY FUERTE**—Juan Gabriel—Ariola/BMG Latin
- 10 **HEROE**—Enrique Iglesias—Interscope/Universal Latino
- 11 **ME VAS A EXTRAÑAR**—Pape Aguilar—Musart/Balboa
- 12 **CON CADA BESO**—Huey Dunbar—Sony Discos
- 13 **USTED SE ME LLEVO LA VIDA**—Alexandre Pires—Ariola/BMG Latin
- 14 **DIME CROAZON**—Amoug Guarez—Universal Latino
- 15 **CORAZON DE MUJER**—Melina León—Sony Discos
- 16 **NO VALE LA PENA**—Myido con Juan Gabriel—Hollywood
- 17 **SOMBRA**—NADA MAS—Rocío Durcal—Ariola/BMG Latin

- 18 **MUERO**—Jerry Rivera—Ariola/BMG Latin
- 19 **SI QUIERES**—Las Tré—Ariola/BMG Latin
- 20 **TANTITA PENA**—Alejandro Fernández—Sony Discos
- 21 **COMO OLVIDAR**—Tommy Torres—Sony Discos
- 22 **TU CONVENCALA**—Ley Alejandro—Rock & Rol/Lideres
- 23 **RESUMIENDO**—Ricardo Montaner—WEA Latin
- 24 **QUIERIS**—Juan Luis Guerra 440—Karen/Universal Latino
- 25 **YO QUERIA**—Cristian—Ariola/BMG Latin
- 26 **POR AMAR ASI**—Cristian—Ariola/BMG Latin
- 27 **CONTESTAME**—Vaire—Lideres
- 28 **NADA**—Juanes—Surca/Universal Latino
- 29 **DIME**—Ednita Nazario—Sony Discos
- 30 **VUELVE JUNTO A MI**—Pablo Montero—Ariola/BMG Latin
- 31 **Y YO SIGO AQUI**—Paulina Rubio—Universal Latino
- 32 **MENTIRA**—La Ley—WEA Rock/WEA Latin
- 33 **OOS CORAZONES, DOS HISTORIAS**—Julio Iglesias y Alejandra Fernández—Columbia/Sony Discos
- 34 **IT'S OK**—Añi Joy—Universal Latino
- 35 **POR UN BESO**—Gloria Estefan—Epic/Sony Discos

- 36 **AMOR, AMOR, AMOR**—Luis Miguel—WEA Latin
- 37 **MESIAS**—Ricardo Arjona—Sony Discos
- 38 **SEXI DANCE**—Paulina Rubio—Universal Latino
- 39 **REENCARNACION**—Tholío—EMI Latin
- 40 **ARRASANDO**—Tholío—EMI Latin

Hot Latin Regional Mexican Airplay Titles

Pos. TITLE—Artist—Impire/Label

- 1 **NO ME CONOCES AUN**—Palomo—Disco
- 2 **CADA VEZ TE EXTRAÑO MAS**—Banda El Recado—Fonovisa
- 3 **DESPECIADO**—Lupillo Rivera—Sony Discos
- 4 **NÓ TE PODIAS QUEDAR**—Conjunta Primavera—Fonovisa
- 5 **EL AYUDANTE**—Vicente Fernández—Sony Discos
- 6 **Y LLEGASTE TU**—Banda El Recado—Fonovisa
- 7 **ME VAS A EXTRAÑAR**—Pape Aguilar—Musart/Balboa
- 8 **LA GRAN NOCHE**—Las Tucanes de Tijuana—Universal Latino
- 9 **O ME VOY O TE VAS**—Marco Antonio Solís—Fonovisa
- 10 **MI FANTASIA**—Las Tigres del Norte—Fonovisa
- 11 **ORECHO A LA VIDA**—Conjunta Primavera—Fonovisa

- 12 **LA CALANORRIA**—Roman Ayola y Jody Farias—Fonovisa
- 13 **AMORCITO MIO**—Joan Sebastian—Musart/Balboa
- 14 **SUERTE HE TENIDO**—Alegrías de la Sierra—Infinito
- 15 **SERA PORQUE TE AMO**—Las Tigritas—WEA Mex/WEA Latin
- 16 **CANTAS MARCADAS**—Cubillas de Arturo Macías—Musart/Balboa
- 17 **POR AMAR ASI**—Julio Preciado y Su Banda Perla Del Pacifico—RCM/BMG Latin
- 18 **EL MALQUERIDO**—Los Hueracanes del Norte—Fonovisa
- 19 **TE ME PROMETIO**—El Original de la Sierra—Z
- 20 **AMAME**—Rogelio Martinez—Discos Cine
- 21 **LOCO**—Pesado—WEA Mex/WEA Latin
- 22 **TU RECUERDO Y YO**—Lupillo Rivera—Sony Discos
- 23 **ESTAS QUE TE PELAS**—Intocable—EMI Latin
- 24 **Y YA OESPUES**—Costumbre—Hollywood
- 25 **SUENO SU BOCA**—Grupo Majado—Fonovisa
- 26 **Y SIGUES SIENDO TU**—Rogelio Martinez—Discos Cine
- 27 **NO VALE LA PENA**—Myido con Juan Gabriel—Hollywood
- 28 **DEJAME AMARTE**—Intocable—EMI Latin
- 29 **SOLEADO**—Bando El Limón—Fonovisa
- 30 **AQUI ESTOY YO**—Rogelio Martinez—Discos Cine
- 31 **UNA MUJER COMO TU**—Las Riberas del Norte—Fonovisa
- 32 **POR EL AMOR DE UNA MUJER**—La Firma con Ricky Marmar—Sony Discos
- 33 **TANTITA PENA**—Alejandro Fernández—Sony Discos
- 34 **POK BIEN DE LOS DOS**—Pato Uribe y Su Machine Norteno—Fonovisa
- 35 **SHHH**—A.B. Quintanilla y Las Kumbia Kings—EMI Latin
- 36 **MI HABLA**—Las Humildes—RCM/BMG Latin
- 37 **VAS A SUFRIR**—Grupo Bryndis—Fonovisa
- 38 **TERMINAL**—Las Tenebris—Fonovisa
- 39 **A PUNTO DE CARAMELO**—Socios Del Ritmo—JM
- 40 **LA NINA QUIERE CERVEZA**—German Roman y Su Banda Republica—Disco

Hot Latin Tropical/Salsa Airplay Titles

Pos. TITLE—Artist—Impire/Label

- 1 **PUEDEN DECIR**—Gilberto Santa Rosa—Sony Discos
- 2 **COMO OLVIDAR**—Olga Tañón—WEA Latin
- 3 **ME LIBERE**—El Gran Combo—Combo

- 4 **CON CADA BESO**—Huey Dunbar—Sony Discos
- 5 **COMO SE LO EXPLICO AL CORAZON**—Victor Manuelle—Sony Discos
- 6 **COMETE A BESOS**—Frankie Negron—WEA/WEA Latino
- 7 **PENA DE AMOR**—Puerto Rican Power—J&N/Sony Discos
- 8 **AZUL**—Cristian—Ariola/BMG Latin
- 9 **SECRETO DE AMOR**—Angelita Villalón—Latino/Sony Discos
- 10 **TU ERES AJENA**—Eddy Herrera—J&N/Sony Discos
- 11 **MUERO**—Jerry Rivera—Ariola/BMG Latin
- 12 **COMO LLEGO A TU AMOR**—Tito Nieves—WEA/WEA Latino
- 13 **COMO SE CURA UNA HERIDA**—Jaci Velasquez—Sony Discos
- 14 **PERO NO ME AMO**—Gilberto Santa Rosa—Sony Discos
- 15 **BESAME**—Ricardo Montaner—WEA Latin
- 16 **SUERTE**—Shakira—Epic/Sony Discos
- 17 **CORAZON DE MUJER**—Melina León—Sony Discos
- 18 **SAL DE AQUI**—Tony Vega—Universal Latino
- 19 **DIME**—Ednita Nazario—Sony Discos
- 20 **YO NO SOY ESA MUJER**—Paulina Rubio—Universal Latino
- 21 **LLORA ALMA MIA**—Yoskar Sorante—J&N/Sony Discos
- 22 **POR**—W Sync—Jive
- 23 **NADA**—Juanes—Surca/Universal Latino
- 24 **TAN ENAMORADOS**—Fuerzo Juvenil—Max
- 25 **VOY A QUITARME EL ANILLO**—Giselle—Ariola/BMG Latin
- 26 **HEROE**—Enrique Iglesias—Interscope/Universal Latino
- 27 **CELOS ME PROVOCA**—Grupomano—Universal Latino
- 28 **ON CUNTO A UN AMOR**—Club 3D—Asafa
- 29 **MENTIRA**—La Ley—WEA Rock/WEA Latin
- 30 **LIVE AT JIMMY'S**—Angie Martinez Featuring Big Pun, Cuban Link, Domingo & Sunkiss—Elektra/EEG
- 31 **EL EYO**—Lo Nuevo Patrulló 15—JT
- 32 **UN AMOR ASI**—Tita Nieves—WEA/WEA Latino
- 33 **HIT 'EM UP STYLE**—Blu Control—RedZone/Arista
- 34 **SERIA FACIL**—Luis Fonsi—Universal Latino
- 35 **MI OJO LO MISHO**—Victor Manuelle—Sony Discos
- 36 **LA REINA DE LA PISTA**—Oro Salido—Sony Discos
- 37 **FALLIN'**—Alicia Keys—J
- 38 **TU ERES MEJOR**—Willy Chirino—Latinum
- 39 **MESIAS**—Ricardo Arjona—Sony Discos
- 40 **DEJARIA TODO**—Johnny Ray—Univision



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SYNTEK GOES SOLO: In his first solo outing, pop/rocker Aleks Syntek (former member of La Gente Normal and producer of acts like Caló) took all his musical influences and blended them together to make an album that's sophisticated, appealing and fun. The big surprise on *De Nieve en la Ciudad* (EMI Latin) is the single "Por Volverte a Ver," a remake of the song popularized by Spanish pop star Dyango in the 1980s.

"Frankly, I didn't listen to romantic music in Spanish in the '80s," says Syntek. "I liked Depeche Mode and stuff like that. And that's one of the few songs I listened to. The '80s, to a point, had very naive music, and that song, within its naivete, has well-crafted melody and lyrics. It's very elegant." Syntek, who says he's going to concentrate 100% of his time on promoting the disc to new and old markets, hasn't entirely forgone his writing and producing side. He's given a couple of tracks to Maya and Maria, the sisters who sang back-up for Caló, and he also has a couple of side projects. "They're new people who haven't recorded and are still unknown, and I may take them on as a producer," says Syntek.

GOLDBERG PLAYS CRUZ: Singer Celia Cruz confirms that

she's granted actress Whoopi Goldberg the rights to produce a film based on her life. For years, Goldberg has expressed interest in playing Cruz, but the two only met this year after Goldberg received the Mark Twain award in Washington D.C. and Cruz performed in her honor. "She said, 'Finally!'" says Cruz, obviously delighted. "I already gave my authorization."



Celia Cruz

Goldberg plans to produce the film through her One Hope Productions in conjunction with Christina Saralegui. The only problem, says Cruz, is she has no tragedies to exploit on the big screen. "My life has been wonderful," says the singer, pointing to husband Pedro Knight, to whom she's been married for 39 years.

CARLOS' INFLUENCE: One of the most anticipated releases for this season in Brazil is Roberto Carlos' forthcoming album, *Acústico MTV* (Sony), recorded live as an MTV *Unplugged* and featuring some of his greatest hits. The album

LATIN MUSIC 6-PACK

ARTISTS & MUSIC

is also controversial; MTV is not allowed to broadcast the recorded concert since Carlos has an exclusive contract with the Globo Network.

Underlining Carlos' influence in the Brazilian music market, three other major releases are also related to his work. Father Marcelo Rossi's new album, *Paz-À Voz*, recently released by Universal, features religious songs written by Carlos, such as "Nossa Senhora," "Aleluia," "Fé" and "Quando Eu Quern Falar Com Deus," among others. Singer and guitarist Renato Vargas is releasing a new album titled *As Canaieles Que o Ret Cantou* (The Songs the King Sang) via indie label DeckDisc. Vargas has sold more than 1 million copies of the five-CD set *O Som do Barzinho*, which features MPB standards in which Vargas is accompanied only by his acoustic guitar. The new CD features standards that became hit singles when recorded by Carlos,

including "Spish Splash" and "Como Vai Voci." Following this same formula, sertanejo singer Sergio Reis released *Nossas Canaieles* (Som Livre) in November.

PAYING TRIBUTE:

Rock tribute albums paying homage to stars of other genres have become prevalent this year. In October, Fonovisa released the long-awaited tribute to Los Tigres del Norte, featuring acts as varied as Molotov, Facu-ba and El Gran Silencio. In Chile, several bands joined in a tribute to folkloric star Violeta Parra released by Warner Chile. The recording, titled *Después de Vivir un Siglo*, was produced by ex-Los Tres frontman Alvaro Henríquez, whose new group, Los Petinellis, pays homage to Parra with a version of her song "Y Arriba Quemando el Sol." This, the album's first single, has benefited from constant airplay on rock-pop radio stations. Thirteen bands, both new (Mamma Soul, Los Bunkers) and established (Joe Vasconcellos, Chanchito en Piedra) participated.

Early next year, Universal is scheduled to release a rock en español tribute to salsa great Hector Lavoe. Almost two years in the making, the disc, produced by Tomás Cookman, brings together respected salseros with rockers. Los Pericos, for example, pair up with Domingo Quiñones. Ozomatli joins forces with cuatro player Yomo Torre; and Cheo Feliciano joins Puerto Rico's La Secta on "Todo Tiene su Final."

REGIONAL HERO RIVERA:

With his shaved head and wide-brimmed hat, Lupillo Rivera has defined a new look for regional Mexican music. Since signing with Sony Discos last year, Rivera, who for years sold well in his native California, catapulted to the national stage. Now, he's expanded



Lupillo Rivera

his horizons with a new recording, *Sufriendo a Sol*, which includes ballads and the classic "Las Mananitas" and is expected to receive airplay on both regional Mexican and pop stations. "My mission is to get all media to accept regional Mexican music," says Rivera. ■

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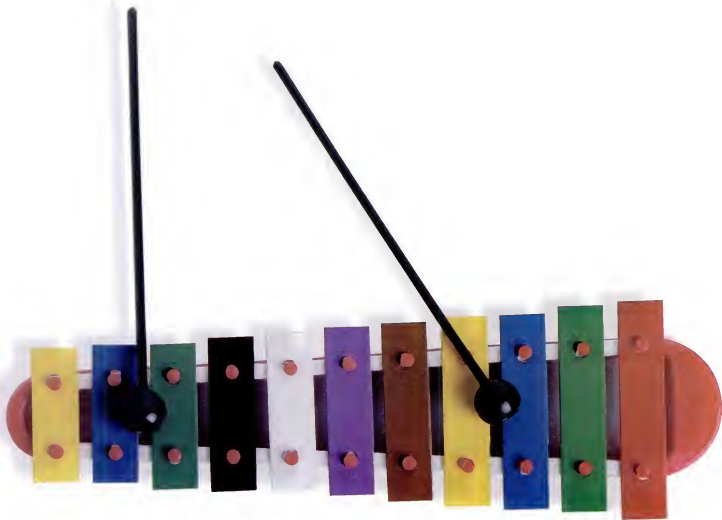
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THAT'S ENTERTAINMENT: Miami-based J&N Records and Flia Entertainment have created Flia Recordings Incorporated, a strategic alliance designed to create, produce and develop rap, merengue and other alternative acts. Flia Entertainment, which entered into the agreement with J&N



Records president Juan Hidalgo, was founded by Magic Juan, former leader of band Proyecto Uno. Flia Recordings will have offices in Miami and New Jersey, and albums are already in production.

REGIONAL MUSIC: Just as alternative music is getting new alternatives, so is regional Mexican. Musimex, a new label created by former Fonovisa GM Gilberto Moreno in partnership with attorney José Zorrilla, launched on Nov. 1. The Los Angeles-based label will be

funded by Sony Discos, which will distribute product inside the U.S. Musimex will only carry regional Mexican artists. "It's a very viable project, and there are many opportunities," says Zorrilla.

ON NEWSSTANDS: Financial and distribution problems with giant retail chain Musimundo, the Argentine record industry seems to be placing its bets on the European-style newsstands that cover the country with more than 15,000 strategic display units. The small, 5-square-meter stores can be found on sidewalks all around Buenos Aires and other major cities. Record labels, who in the last decade discovered the incredible marketing potential of these outlets thanks to successful tie-ins with weekly magazines, are distributing their newest products there on their own. Newsstands had been used in strategic alliances with magazines and TV/radio but are now an important tool born out of necessity after other music outlets restricted order volume. Another plus of the newsstand channel is that payments are made 30 to 40 days after shipments are delivered. On the other hand, newsstands are impractical for new artists

because they require a one-shot shipment of at least 15,000 units and they often demand exclusivity, making them viable only to established artists. Newsstand success stories

MERCHANTS & MARKETING

include La Renga, Rodrigo and Daniela Herrera.

AVON CALLING: Singer Olga Tañón has signed a one-year contract with Avon. The contract calls for Tañón to be part of two promotional campaigns



for the company as a model of cosmetics, skin-care and hair products, jewelry, fragrances, clothing and accessories. As part of the deal, her new album, *Yo Por Ti*, will be sold through the Avon catalog and buyers will get an autographed Olga Tañón umbrella free with the purchase. Tañón, who will be on the cover of the December catalog, spent most of October and November touring

in Venezuela.

COMING SOON: Muxxic Latino, Spanish label Muxxic's U.S. operation, is preparing a barrage of artists for release in the U.S. market beginning in the first quarter of 2002.

Muxxic, which belongs to Spain's Grupo Prisa, will focus on the U.S. and Mexican markets and is expected to benefit from Prisa's acquisition of a 50% interest in Televisa's radio operations.

To date, the label has released *Joscano*, the first solo album by former Mecano member Jose Cano, in Mexico the U.S. and Venezuela. Female group Papa Levante was released in Venezuela and Colombia, and Spanish star Raul's new album was released in Chile with a Mexico, Argentina and Venezuela release slated for January. At the same time, Muxxic is actively seeking new Latin talent from the U.S. and other Latin territories. ■

Contributing to this edition of *Latin Music Six-Pack* are Sergio Portuno, Marcelo Fernandez, Bita, Tam Goss, Howell Llewellyn and Leila Cobb.

REPERTOIRE BRIDGE

Continued from page LM-3

Virgin Spain act Jarabe de Palo was scheduled to undertake its fourth Latin American/U.S. tour in November, but fellow Virgin artists Amaral and Tam Tam Go! pulled out of the Rock en R tour following the Sept. 11 attacks. Jarabe de Palo's languid Latin rock has struck a chord in Latin markets, but Virgin Spain international development director Fernando Martinez says, "Our natural market outside Spain, which is Latin America, is in a really bad state." Like many in Spain, he says the only markets "that work at the moment" are Mexico and the U.S.

One Spanish pop group making an impression this year is Sony Epic signing La Oreja de Gogó, whose second album, *El Viaje de Copperpot (Copperpot's Journey)*, has gone gold in several countries after moving a million units in Spain and winning an IFPI Platinum Europe award in June.

Sony international exploitation director Amelia Santos is more optimistic than most of her colleagues. Sony Latin has long been among the most successful Latin labels among the majors, and in Spain, too, it has had more success with Latin artists—Ricky Martin and Chayanne, to name

Continued on page LM-14

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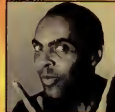
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cutting-edge public Radio 3, part of Radio Nacional de España (RNE), Radio 3 rarely ranks above the 300,000-mark, but its mix of

indie, alternative, world music, Brazilian-Cuban, jazz and flamenco is a reference point for the music industry. It has broken many artists over the years and is the network that comes nearest to the U.S. college-radio format.

Spain's 17 semi-autonomous regions have their own locally important radio stations, but, as might be expected, music is not always featured largely in the format. Even when it is, it is mediocre, middle-of-the-road material, reflecting the Spanish tradition of public radio.

Luis Merino, head of SER's Cadenas Musicales, with responsibility for all SER music formats, before his appointment in October as director of Prisa Leisure and Entertainment, says, "Music radio here helps Spain's fundamental role as an entry into Europe for Latino artists. If you don't make it in Spain, in which you don't see you breaking into Europe."

"Ricky Martín and Gloria Escobar all made it in Spain before the rest of Europe," he adds. "But it goes further than that. In Spain, stars such as Luis Miguel [Mexico], Carlos Baute [Venezuela] or Marcela Moreu [Argentina] are treated on radio as national product, not as Latino."

"We no longer distinguish so much between domestic and Latino," Merino continues. "Carlos Vives [from Colombia] is a guy from the home team here!" ■

PROGRAMMING

GETTING INTIMATE: In an effort to create a connection between artist and audience, music network MuchMusic has launched *Intimo e Interactivo* (*Intimate and Interactive*), a live performance that acts as a television special and includes Q&A segments between the audience and the featured artist. *Intimo e Interactivo* is shot on Thursdays at MuchMusic's studios in Argentina. Featured artists have included Los Caballeros de la Quema, Javier Calamaro, Leon Giecco and Fito Páez.

RADIO ACQUISITION: Spain's largest audiovisual holding, Grupo Prisa, has acquired 50% of the radio operation of the world's biggest Spanish-language media group, Televisa of Mexico. Prisa paid \$50 million, plus an additional \$10 million payment toward a capital extension for Televisa's radio division, Radiópolis. The deal follows years of talks between Prisa and Televisa, says Televisa president Emilio Azcárraga, who notes that Televisa will expand its radio operation in Mexico (it currently has a 9% share of the Mexican radio sector with 17 stations) by modeling itself on Prisa's successful Cadena SER, which controls nearly 80% of Spain's music radio sector. "Through both the world and through music, we will help our two countries understand each other better," says Azcárraga.

MORE NEWS: SBS stations nationwide have updated their news programming in the wake of the Sept. 11 attacks. "Right now, the public is very interested in news, and, even though we're a music station, we can't stay behind," says SBS VP of programming Jesús Salas, noting that music listening in the evenings dropped in the wake of the attacks. Salas, who programs Radio Romance and El Sol in Miami, has added Univision anchor Mario Andrés Moreno to Romance's morning-personality roster and features news "as needed."

NBC'S REACH: NBC's acquisition of Telemundo Communications Group—although still subject to final regulatory approval—has already raised the stakes for the nation's second-largest Spanish-language network. "If I look at the difference between Telemundo and Univision, they have a programming advantage," says Telemundo president and CEO Jim McNamara. "Univision has a relationship with [giant Mexican network] Televisa. But the other thing

you can't get away from is that Univision has better distribution. There are several places where our signal doesn't go. NBC is a broadcaster and understands that. I think you'll see a growth in our distribution. And I think there will be a direct correlation between distribution and ratings." McNamara says the network's general marketing strategy, which emphasizes soaps and entertainment, will continue.

TARGETING YOUTH: Last September, Telemundo launched mun2, a U.S. cable network that targets viewers 18 to 34 and whose programming is at least 50% music-oriented. "It will absolutely remain in place," says Manuel Abud, president of Telemundo Cable, noting that mun2, which airs 12 hours a day, is already profitable. "Mun2 is not a whim; it's the result of very exhaustive market research that determined what was needed." The network's programming includes a rock en español show and frequent use of bilingual banter, a no-no at Univision. Abud says music will continue to be mun2's programming base and that music-oriented content will probably increase. "You can't think about being a youth channel and not having music," he says.

SANZ UNPLUGGED: Alejandro Sanz's MTV *Unplugged* marked the first time a Spaniard was featured in the special and the first time the program aired live on the Internet, through its Web site,

MTVLA.com. The regular special for MTV Latin America aired in November, and the album, on WEA

Latina, was also released that month and made available on DVD and VHS. Sanz's single off the album, "Y Solo se me Occurre Amarte," was written specifically for the MTV special. "I didn't want to make a hits album," says Sanz, explaining his eclectic choice of material, which also includes an initial traditional buleria. Viewers of the special also saw a lighter side of Sanz, who frequently joked and spoke with his audience. "I have a guardian angel who takes good care of me and who made my guitar go out of tune," says Sanz, who had to interrupt his first song and send his guitar backstage for tuning. "If that hadn't happened, things would have been colder. That gave me the extra touch of nerves to make me get closer to my audience." ■

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REPERTOIRE HIGHLIGHT

Continued from page LM-10

just two—and with Spanish acts in Latin America.

Apart from La Oreja, whose scheduled U.S. and Latin American tour in November followed two promo visits, Sony has several artists lined up for U.S. and Latin American releases in 2002. One is Malú, niece of flamenco guitarist Paco de Lucía. Her third album, *Esta Vez (This Time)*, was recorded in Miami and has hit the platinum mark in Spain. It is a Sony priority in Latin America for 2002. Another is Monica Naranjo, who has already sold a million albums in Mexico, and is this year's gypsy flamenco-pop duo Azúcar Moreno, who has been trying for some 15 years to break the U.S. market.

For Malú, her second album marks a new step in a career that started when she was a teen, "I started singing at the age of 15, and I've grown a lot since then," she has said. "I think I'm more daring and having more fun. And my voice has matured working with so many producers. I think I'm growing with my fans."

Another act to watch is 11-year-old Melody, whose single "El

Baile del Gorila (The Gorilla's Dance)," from her debut album, *De Pata Negra* (which roughly translates as "The Real McCoy"), was the dance hit of the summer in Spain. The album was released in late October in the U.S. and Latin America, when Melody was scheduled to make a promo visit to Mexico. This summer, Televisa organized Gorilla Dance competitions in Miami and Puerto Rico. Some observers think this could spur another Macarena-style phenomenon.

Carlos Sanmartín, director of MuXXic, the umbrella label of music conglomerate Gran Vía Music (GVM), knows the Latin American market better than most after spending four years in the late '90s as president of BMG Argentina. "This economic situation is going to get worse until at least mid-2002," he says. "I expect Brazil to worsen, especially through piracy."

However, he insists that Spanish labels will continue working their acts in the region. "There is a lot of groundwork to be covered, and artists will need to leave Spain and travel if they want to conquer other territories. Profitability will be lower, and artists may do two promo visits instead of four, for example," MuXXic acts planned for 2002 promotion include teenage star Tamara and singer Raül.

A Warner act that has a special

place in Spain is Mexico's Maná. The group has sold 1.5 million records in Spain, and its latest release is exclusive to Spain—a four-CD boxed set called *100% Maná* that entered the charts in October at No. 21.

While Estopa may be the commercial spearhead of Rock en 13, its spiritual leader is Enrique Bunbury, singer with the now-



defunct Heroes de Silencio (which was the first rock band to triumph in Germany singing in Spanish), the only artist to appear on both SGAE tours.

The EMI Chrysalis artist is described by EMI international exploitation director Virginia Pérez as "Spain's Prince," although his sales at least are more modest. He has sold some 125,000 units of his previous

three albums and was scheduled to continue touring in Latin America after the Rock en 13 tour ended.

Another EMI Spain act with an odd success story is Camela. Singing easygoing songs that Pérez says are "perfect for the millions of Latin Americans who love watching TV novelas," Camela has taken Chile by storm since launching a promotional tour—a two-show visit to Santiago and Viña del Mar. Riot police were even called when some 20,000 people turned up at a small Santiago record shop where the group was to announce a recording session.

The group's penultimate album, *Simplemente Amor (Simply Love)*, went platinum in Chile (15,000 units), and the latest album, *Amorcom*, went straight to No. 75, with sales in one week. Pérez says Camela is an EMI priority for Latin America in 2002.

Universal Music Spain's 2002 priority for the Latin markets, singer-songwriter Rosana, has already sold a taste of the American success following her

million-selling debut album in Spain in 1997 when she was completely unknown. That debut album, *Lunas Rotas*, opened doors in Latin America, helped by the fact that Rosana is from Spain's Canary Islands off west Africa, where Latino/tropical music has always dominated. *Lunas Rotas* went quadruple-platinum in Argentina.

Rosana was scheduled for a trip to the U.S., Mexico, Colombia, Argentina and Chile in October and November to promote her eponymous third album. "It is easy for me to incorporate Latin-style rhythms into my songs, alone, and our aim for next year is to consolidate Rosana's success in the U.S. and in Mexico. In much of Europe, she is a household name, and I think she is in a superstar category because people can't resist her quality and amazing intimacy." ■

HISPANIC RADIO

Continued from page LM-1

markets," Gleason says, referring to New York, Los Angeles, Chicago and Miami.

At Entravision Radio, the approach is markedly different. The network has 52 stations in a handful of markets in the Western, Mountain and Central time zones, divided in three distinct formats: Radio Tricolor, which is regional Mexican and the largest in number of stations, Radio Romántica (AC) and Super Estrella, whose top-40 format makes it the largest by audience.

All stations within each format carry essentially the same programming and, with the exception of Los Angeles, have the same DJs airing from the same central location.

"I believe people have more in common than they have differences," says Super Estrella VP Hazz Montana. "If you go to a Starbucks and you want a latte, there's an expectation of what it's going to be."

But Entravision stands out based on Super Estrella's pop programming, which plays acts that might have a harder time getting on more traditional pop stations, including Juanes and Maná. The first Super Estrella station launched in Los Angeles four years ago and became a network in December 2000, with stations in six more markets, including Chicago and Las Vegas.

No one thought it would work, and it's grown in Los Angeles, which is the nation's most competitive market," says Montana. "Yes, there was an

appetite for that music, but we've groomed it. You look at concert sales, ticket sales, record sales—all the indicators of demand—and it has grown dramatically since Super Estrella entered the market." In Los Angeles, Viva 107.1 FM, a station owned and operated by Big City Radio, now programs a similar format.

The AQH of Spanish radio among Hispanic listeners is 45.1, according to Arbitron's *Hispanic Radio Today* study of 2000. Within that, among listeners 12 and over, regional Mexican stations account for the highest AQH (16.3), followed by Spanish contemporary (13.0).

Not only have regional Mexican stations increased in number, they've diversified in format.

"People have finally realized the potential of the regional Mexican format," says Eduardo "Edu" Escobar, who consults for the Liberman stations.

And, according to León, this has translated to more research and narrower formats. "You can no longer be a full-service regional Mexican station in a competitive market," he says. Houston, for example, has one station that plays soft Norteño (aka Norteño Lite) and another that plays more hardcore corridos.

Liberman, which owns 10 radio stations—all regional Mexican—and three television stations, is very localized in both programming and what it's able to offer listeners and advertisers, including the Premios Que Pasa event, which takes place in Los Angeles and celebrates regional Mexican music.

Started in 1988, Liberman's

expansion, according to corporate VP Andy Mars, "We'd like to expand to other markets," says Mars. "We're definitely a young group that wants to grow."

Growth has been explosive for La Máquina, which started seven years ago with a small station in Northern California and has now expanded to 11 stations, plus 12 others to which it supplies programming. Negotiations are under way to further purchase and provide programming for several more. Although most stations are in California, La Máquina is also in Oregon, Washington and Minnesota, underscoring regional Mexican music's reach and potential.

Given its expansion and growth, Spanish-language radio's biggest challenge may well be capturing that share of the Spanish-speaking audience—mostly young Hispanics—who often turn to English radio for their music.

HBC's The Beat in San Antonio, for example, is an English-language station geared toward pop and Hip-Hop. In its hometown, Miami's Power 96 also caters to that crowd and frequently intersperses Spanish tracks with its English programming.

Also in Miami, sales station 98.7 tried a radical approach—playing dance tracks alongside merengue and salsa—to get ratings. "It had never been a big radio station, and now it's so much better," says Tammer. "Miami's tastes are perfect examples of going for different solutions to get our target." ■

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ARBS

Edited by Michael Paoletta
POP

★ YOKO ONO

Bleat for a Sunrise
PRODUCERS: Yoko Ono and Red Stevens.
Capitol 7243 536055
The inimitable Yoko Ono returns with her first full-length studio recording since 1995's *Rising*. With *Blueprint for a Sunrise*, Ono draws from her life experiences, encompassing her struggles as a woman, an artist, and as a child in Japan amid World War II. The result is a dense sonic collage, over which discordant emotions (pain, anger, loss, confusion) eventually lead to strength, power, and survival. A mix of live and studio recordings (with some, like "Wouldn't," being new takes on cuts from *Rising*), the set is as concrete and compelling as it is abstract and bewildering. With her idiosyncratic vocals intact, Ono exorcises her demons while she pushes the musical envelope, layering existential vocals with elements of rock, reggae, flamenco, funk, and electronics. —**CR**

SLEEPYTIME GORILLA MUSEUM

Grand Opening and Closing
PRODUCERS: Dan Rathbun and Sleepytime Gorilla Museum
Chaosophy/Sealed 523
Hailing from the San Francisco Bay Area, Sleepytime Gorilla Museum looks and sounds like a cross between Kiss and Chuck Crismen, as Niko Polykakis's aggressive, quasi-primitive, heady, highly creative melange of construed theatrics and top-flight musicmanship. Sleepytime's improved, metallic prog-rock is loud and raucous, to send waves of sonic constitutions running from the room to late July gigs, although an exponential number are always seen lining up to buy discs and T-shirts after the show. The sonic storm and lyrical wit of "Sleep Is Wozzy" boldly sets the stage, with the avant-garde "Abulations" and the very visceral, powerful "Powerless" among the other highlights. There's no denying their importance in just the album package and Sleepytime's self-penned mythology than with most other music-intensive groups whose musical oeuvre, Contact: promo@chaosophyrerecords.com. —**BB**

BEE GEES

Best Recent Hits: The Record
PRODUCERS: Barry Gibb, Robin Gibb, and Maurice Gibb
Polydor/UTV 58940
This isn't the first time that the Brothers Gibb have offered a compilation of their many, many hits. But it is the first time they've offered interpretations of a handful of hits they have penned for other artists. The cuts—"Emotion" (a 77 smash for Samantha Sang), "Heartbreaker" (an '82 hit by Dionne Warwick), "Ilands in the Stream" (a '83 duet by Dolly Parton and Kenny Rogers), and "Immortality" (recorded by Cyndi Lauper in '97)—sound remarkably fresh in their new incarnations. The b's harmonies continue to be sharp and

SPORTS TALK



VARIOUS ARTISTS

Mark Twain
PRODUCERS: Ken Burns and Dayton Duncan
Columbia/Legacy 86091
The soundtrack to the latest Ken Burns PBS documentary, *Mark Twain*, evokes the great American writer's world via period music and his own words. Actor Kevin Conway reads snippets of Twain's wit and wisdom, while pianist Jacqueline Schwab and multi-instrumentalist Bobby Horner perform mostly traditional melodies from Celtic folk songs and New World hymns. Other tracks feature fiddle bands and musicians like guitarist Al Petteway in folk-inflected contemporary material. As co-producer Dayton Duncan points out in his excellent liner notes (which are illustrated by vintage photos of the author and his family making music), Twain was a parlor pianist and avid fan of music—vernacular and classical, sacred and secular. Sure to be a holiday hit, this soundtrack makes for an ideal companion to the Warner Bros. VHS/DVD-Video version of Burns' film, as well as Ken Burns' illustrated biography of Twain co-written by Burns, Dayton, and Geoffrey C. Ward. —**BB**

R&B/HIP-HOP

★ YOLANDA ADAMS

Believe
PRODUCERS: various
Elektra 62990
On her first studio album of new material since her 1999 Grammy-winning breakthrough *Mountain*

RICKIE LEE JONES

Live at Red Rocks
PRODUCERS: Rickie Lee Jones and Great Big Island
Artemis 751101
On her second Artemis outing, influential singer/songwriter Rickie Lee Jones offers up a scintillating set from the artist-revered Red Rocks Amphitheater near Denver. Unlike Jones' previous live outing (1995's intimate *Naked Songs*), *Red Rocks* is more of a collective effort, featuring a crack backing band and a thundering duet with Lyle Lovett on reggae cover "Love Is Gonna Bring Us Back Alive."



RICKIE LEE JONES: JAMES HAMILTON

Like Jones' career, the album is a captivating, hard-to-peg mix of soaring, atmospheric ballads ("Rodeo King"), "We Belong Together"), crisp, creative pop ("Satellites"). "Don't Let the Sun Catch You Crying"), and jazzy blues ("Cockatoo"). "Chuck E's in Love"), Jones wraps up the set with a rocking take on Van Morrison's "Gloria," paying homage to her influences while demonstrating why her own many imitators are still swimming in her wake. —**RW**

High ... Valley Low, gospel siren Adams returns to the same well: pairing her passionate, powerful vocals and songwriting skills with an all-star lineup of contemporary producers. These include Mike City, Warrin Campbell, Kevin Bond, Spew Crawford, and Baxter & Shavont. She also reunites with Jimmy Jam and Terry Lewis, responsible for her No. 1 hit,



BUSTA RHYMES

Genes
PRODUCERS: various
J Records 0009
In the beginning, there was Busta Rhymes. Well, not quite, but that's what listeners might expect from *Genes*, the veteran rapper's fifth album. Instead, listeners are greeted by a phone conversation between Rhymes and J Records principal Eric Davis, in which Davis instructs the rapper to "keep it gritty." After listening to *Genes*, it appears that Rhymes heard the executive's advice. The album, the rapper's debut for J, remains in the tradition of his previous releases, offering a combination of witty rhymes and unforgettable hooks. The frantic pace of "A1 Come Back" and lead single "Break Ya Neck" are already fan favorites at radio. With a little help from Pete Rock, Rhymes admirably covers Public Enemy's "Shut 'Em Down," here titled "Shut 'Em Down 2002." And Mary J. Blige makes an appearance on "The Only One," a track that recalls the free-spirited roller-skating jams of yesteryear. Other guests include Ice Cube, Rak Daigg, P. Diddy, and Jaheim. —**RH**

"Open My Heart." A seamless mix of gospel, R&B, hip-hop, and pop, *Believe* traverses life's joys, pain, and experience in between—without ever losing the spiritual. Standouts include "Never Give Up," "Fe' Sho" (with the Clark Sisters' Karen Clarke Sheard), "Daring Girl" (a love song to Adams' daughter), and "Unconditional." In a world

rocked by uncertainty, Adams' rhythmic discourses on love, inner strength, and spiritual inspiration are a welcome oasis. —**GM**

► TIMBALAND & MAGOO

Indecent Proposal
PRODUCER: Timbaland
Blackground/Virgin 10946
As one of today's most prolific and in-demand producers, Timbaland certainly has a full plate. Witness his successful production credits for artists like Missy "Misdemeanor" Elliott, Bubba Sparxxx, and Petya Pablo, among others. Still, the Virginia native found time to re-team with his partner Magoo (the pair's sophomore set). With blistering beats and memorable hooks, the well-produced *Indecent Proposal* is proof positive that Timbaland saves some A-list best work for personal use. The lead-off track, the adrenaline-driven "Drop," features Fat Man Snoop. Similarly, "All Y'all," the album's lead single, is making bodies move nationwide. *Indecent Proposal* has its fair share of guests, including Elliott, Sparxxx, Pablo, Jay-Z, and J. Lo. And, like the *Ayahara*. If this were to be Timbaland's last artist album—as he has alluded to in interviews—it wouldn't be a bad swan song. —**RW**

★ DUNGEON FAMILY Even In Darkness

PRODUCERS: ET3 and Organized Noise
Atta 34453
Falling somewhere between Parliament/Funkadelic and hardcore hip-hop, Atlanta-based supergroup Dungeon Family and its members of OutKast, Goodie Mob, and Coolbreeze—makes its debut with *Even In Darkness*. OutKast's André 3000 and Goodie Mob's Skee-Lo and Big Gipp get things rolling with "Trans Di Express," the album's lead single. The group scores major points for "Six Minutes," which pays homage to the classic posse cut, deftly reflecting Doug E. Fresh and the Get Fresh Crew's "The Show." Equally impressive is "What Is Rap" (an earlier version of the track was featured on one). With in-house producers Organized Noise behind the boards, *Even In Darkness* is one wild ride. —**RH**

(Continued on next page)

VITAL REISSUES

engagingly distinctive, and the songs have a wonderfully timeless feel. Any one of these four tunes would be a welcome addition to current AC and even top 40 radio playlists—particularly "Immortality," which in the delicate arrangement takes on a heart-swelling emotional tone, given the current state of the world. Beyond the "new" tracks, the two-CD set is a pleasant reminder of the Bee Gees' widely successful, richly varied five-decade musical history. It's fun to trace the act's progression from some earlier tunes like "I Started a Joke" to frivolous disco-era gems like "You Should Be Dancing," with the trio finally landing with the current, rock-spiced tone of 2003's infectious *This Is Where I Came In*. In the end, *The Record* is a solid testament

to the act's extraordinary talent. It's also proof that they sadly don't make 'em like the Bee Gees anymore. —**LF**

THE SMASHING PUMPKINS

Rotting Apples: The Smashing Pumpkins Greatest Hits
COMPILATION PRODUCER: Eric Ferris
ORIGINAL PRODUCERS: various
Virgin 7243 11318

Arriving less than a year after Smashing Pumpkins played their final show and just prior to the Christmas shopping crunch, *Rotting Apples* feels equally premature and perfect in its timing. What seems almost dead on, though, is the anthology's track listing. Nearly every song that both hardware and casual fans would expect to find is gone—the dramatic "Discern," the festively 1979's "Bleed Through" (sic), then, good 'ol "Rioting '87." Wisely bundled with a collection of B-sides and rarities (in-

cluding "Blissed and Gone," Billy Corgan's somewhat melodramatic, but sweet, farewell to Pumpkins fans), this two-disc package reminds that the band probably would be just to quit when it did, just as its halo was beginning to tarnish. Like many great groups, the Chicago quintet, it bowed out with a disappointing swan song (*Machina: The Machines of God*). Clearly, though, the band's legacy has reached much of its myth, and *Rotting Apples* plainly illustrates that. Sweetening the punch is the inclusion of Corgan's jaw-dropping cover of Fleetwood Mac's "Landslide," the underground, *Rotting Apples* single, and the ever wonderfully dramatic "Drown" from the *Singles* soundtrack, as well as rare photos by Lisa Johnson and others. —**WD**

CONTRIBUTORS: Bradley Bambarger, Jonathan Cohen, Larry Field, Talisha Gee, Rashawn Hall, Gail Mitchell, Wes Orshold, Deborah Evans Price, Craig Rothenberg, Phil Vain, Ray Waddell, SPOTLIGHT: Brian Reynolds

review artists to describe special offers on the basis of musical merit and/or Billboard chart potential. VIDEOS: Reviewed albums of special artists, archival, and commercial interest, and debuting collections of words to be on more artists. (R&B) '98: New releases predicted to hit the top half of the chart in the corresponding format. CRITICS' CHOICES (A): New releases, regardless of chart potential, highly recommended because of their musical merit. MUSIC BY THE ARTISTS (A): The appropriate releases deemed Pops that were featured in the Music by My Ears column as being among the most significant records of the year. All comments available in the U.S. are eligible. Send review requests to Michael Paoletta (billboard@770 Broadway, 6th floor, New York, NY 10003) or to EW's L.P. (l.p@ew.com).

(Continued from preceding page)

ALBUMS

Edited by Michael Paoletta

POP

★ YOKO ONO
Blueprint for a Sunrise
 Yoko Ono and Rob Stevens.
 Capitol 7243 5 36035
 The inimitable Yoko Ono returns with her first full-length studio recording since 1965's *Rising*. With *Blueprint for a Sunrise*, Ono draws from her life experience, encompassing her struggles as a woman, an artist, and as a child in Japan amid World War II. The result is a dense sonic collage, over which discordant emotions (pain, anger, loss, confusion) eventually lead to strength, power, and survival. A mix of live and studio recordings (with some, like "Woudlitt," being new cuts from *Rising*), the set is as concrete and compelling as it is abstract and bewildering. With her idiosyncratic vocals intact, Ono exorcises her demons while she pushes the musical envelope, layering essential vocals with elements of rock, reggae, flamenco, funk, and electronica. —**CR**

SLEEPYTIME GORILLA MUSICUM
Grand Opening and Closing
 PRODUCERS: Dan Rathbun and Sleepytime Gorilla Musicum
 Chasophy/Seeland 523
 Hailing from the San Francisco Bay Area, Sleepytime Gorilla Musicum looks and sounds like a cross between Kiss and King Crimson, as Nikk Prykahl's high-energy guitar provides a fiery, archaic creative melange of costumed theatrics and top-flight musicianship. Sleepytime's improv-minded, metallic prog-rock is loud and loony enough to send weaker constitutions running from the room at live gigs, although an exponential number are always seen lining up to buy discs and T-shirts after the show. The sonic stamp and lyrical wit of "Sleep Is Wrong" and "The End of the World" (a song about "Abolitions") and the very viscerally powerful "Powerless" among the other highlights. Plus, there is more sheer invention in just the album package and an *Album* self-performed runway than with most other volume-intensive groups' whose musical oeuvre. Contact: pmom@chasophyrecords.com. —**BB**

R&B/HIP-HOP

★ YOLANDA ADAMS
Bellefleur
 PRODUCERS: various
 Elektra 62690
 On her first studio album of new material since her 1999 Grammy-winning breakthrough *Mountain High*... Adams' *Valley Low*, gospel siren Adams returns to the same well; pairing her passionate, powerful vocals and songwriting skills with an all-star lineup of contemporary producers. These include Mike City, Warren Campbell, Kevin Bond, Shep Crawford, and Bruce Haas. Adams also reunites with Jimmy Jam and Terry Lewis, responsible for her No. 1 hit, "Open My Heart." A seamless mix of gospel, R&B, hip-hop, and pop, *Bellefleur* is a life-affirming work, and everything in between—without ever

sacrificing the spiritual message. Standouts include "Never Give Up," "Fo' Sho" (with the Clark Sisters), Karen Clark Sheard, "Darling Girl" (a love song to Adams' daughter), and "Unconformal." In a world rocked by uncertainty, Adams' rhythmic discourses on love, inner strength, and spiritual inspiration are a welcome oasis. —**GM**

★ TIMBALAND & MAGOO
Indecent Proposal
 PRODUCER: Timbaland
 Background/Virgin 10946
 As one of today's most prolific and in-demand producers, Timbaland certainly has a full plate. Witness his successful production credits for artists like Missy "Misdemeanor" Elliott, Bubba Sparxxx, and Petey Pablo, among others. Still, the Virginian native found time to re-team with his partner Magoo for the pair's sophomore set. With blistering beats and memorable hooks, the well-produced *Indecent Proposal* is a proof positive that Timbaland saves some of his best work for personal use. The lead-off track, the adrenaline-driven "Drop," features Fat Man Scoop. Similarly, "All Y'all," the album's lead single, is making bones moving nationally. *Indecent Proposal* has its fair share of guests, including Elliott, Sparxxx, Pablo, Jay-Z, Ludacris, and the late Aaliyah. If this were to be Timbaland's last artist album—as he has alluded to in interviews—it wouldn't be a bad swan song. —**RH**

★ DUNGEON FAMILY
Even in Darkness
 PRODUCERS: ET3 and Organized Noise
 Arista 14693
 Calling somewhere between Parliament/Funkadelic and hardcore hip-hop, Atlanta-based supergroup Dungeon Family—which includes members of OutKast, Goodie Mob, and CoScream—makes its debut with *Even in Darkness*. OutKast's Andre 3000 and Goodie Mob's Ke\$ha-Lee and Big Gipp get things rolling with "Trill," DJ Express, "a favorite" lead single. The group scores major points for "Six Minutes," which pays homage to the classic posse cut, deftly referencing Doug E. Fresh and the Get Fresh Crew's "The Show." Another impressive is "What Is Rap" (an eternal musical question, if there ever was one). With in-house producers Organized Noise behind the boards, *Even in Darkness* is one wild ride. —**RH**

COUNTRY

★ CLINT BLACK
Greatest Hits II
 PRODUCER: Clint Black
 RCA 67005
 Clint Black burst onto the country music scene more than a decade ago, riding a wave of hook-laden, accessible, pure country hits in the George Strait "I Wanna Be Like You" era, along with fans and country radio. As his second hit package proves, Black has matured mightily as both a vocal stylist and a more important one as a songwriter, expanding his lyrical subject matter well beyond traditional country music themes while maintaining the licks that brought him to the party. "The Heart of the Matter" is a beautiful ballad, and "The Heart of the Matter" is such cuts as the insightful "The Shoes

You're Wearing" and steel-drenched honky-tonk lament "Nothing's New," but he still parties with gusto on "Nothin' but the Tallyhags" and the white-boy funk of "There." Less edgy but very well-written are ballads like the sweet "Something That We Do" and the sweeping "When I Said I Do." Black generously offers four new songs, including another duet with wife Lisa Hartman Black and a reworked "Put Yourself in My Shoes." An impressive collection from a still-evolving artist and a no-brainer for big holiday sales. —**RW**

WORLD MUSIC

★ JUNE TABOR
Rosa Mundi
 PRODUCER: John Ravenhall
 Green Linnet 3139
 Tabor keeps it simple and atmospheric with *Rosa Mundi*, a collection of songs that, in one way or another, allude to roses. Tabor is joined in this admirable effort by Howard Warren (piano), Mark Emerson (violin, viola), and Richard Bolton (cello). The instrumentation employed here is a good deal less involved than Tabor's outstanding *A Quiet Place*, released last year, but the overall effect is every bit as moving. An exquisite singer with an uncanny feel for various modern folk and traditional styles, Tabor here brings her unique gift to bear on French, German, and American ballads, as well as "Roses of Picardy," a World War I-era tune. Tabor also collaborated with Emerson, Warren, and Bolton to arrange Robert Burns' "Oh My Love Is Like a Red Red Rose." A lovely, quiet album. —**PV**

CLASSICAL

★ MISCHA MANSKY/MARTHA ARGERICH
Live in Japan
 PRODUCER: Sid McLaughlin
 Deutsche Grammophon 289-471-346
 In these digital days, it's exceedingly rare to hear an actual untouched "live" recording. Collaborators for some 25 years—and each of a decidedly romantic, venturesome temperament—cellist Mischa Minsky and pianist Martha Argerich are by all evidence the most dynamic live and unedited from a November 2000 recital in Kyoto, Japan. Certainly, the duo's performances come across with a keen, knife-edge intensity and spontaneity in a sensitive performance of the cello sonatas by Chopin and Debussy, along with an effective arrangement of Franck's popular Violin Sonata and an early Chopin's Polka-Bourgeois Op. 9. Fans of both Minsky and Argerich will have to own this disc, and for neophytes, this is an ideal introduction to high romantic chamber music—and high romantic chamber music-making—par excellence. —**BB**

CHRISTIAN

▶ THIRD DAY
Come Together
 PRODUCER: Monroe Jones
 Essential 6363-0462
 Not sure why this Georgia rock outfit was named artist of the year at this year's Gospel Music Awards. Dove Awards? Then give a listen to this enthralling, well-crafted set, which showcases the band's many strengths

I N P R I N T

SONG AND DANCE: The Musicals of Broadway
 By Ted Sennett and Andrew G. Hager
 Metrobooks
 176 pages; \$59.98

As a historical survey of Broadway musicals, Ted Sennett's book *Song and Dance* doesn't aim to be comprehensive. Relying on landmark musicals to illustrate trends and turning points, Sennett selects a couple dozen shows that are "important"—because they were artistically innovative, thematically exceptional, or financially successful.

Rather than insisting that every show included must have won a Pulitzer Prize or played 1,000 performances, Sennett requires that his selected works achieve at least a moderate degree of both popular success and creative achievement. So, for example, the critically acclaimed and moderately successful *Sweeney Todd* is included while the contemporaneous *Best Little Whorehouse in Texas*—which ran long and well in New York's little ground—is not.

The author of *Hollywood Musicals*, Sennett keeps his tone serious but accessible, filling his pages with a few volume with stunning photographs. He doesn't offer trenchant analysis or revelatory anecdotes in the way that, say, Ethan Mordden does in his books on musical theater. More a coffee-table book than a reference tome, *Song and Dance* provides a basic introduction to musical theater history. The fact that the author could have done more is less important than the fact that he has done his work well.

Song and Dance comes with three CDs containing 60 numbers from as many musicals, making for a sort of greatest-hits chronology. The first disc covers the '20s, '30s, and '40s, spanning the period from the milestone African-American show *Shuffle Along* ("I'm Just Wild About Her") through the number from *Gentlemen Prefer Blondes* that made newcomer Carol Channing a star: "Diamonds Are a Girl's Best Friend." This era's gems have endured more than half a century, thanks to being wrought by such peerless composers as George Gershwin, Jerome Kern, Kurt Weill, Irving Berlin, and Cole Porter.

While the recordings are consistently delightful, a few seem out of place. For instance, Bette Midler's rendition of "Summertime" from *Porgy and Bess* is a classic, but the never sang it on Broadway. Minor quibbles aside, there's no denying

the staying power of tracks like "You're the Top" (*Anything Goes*), "Mack the Knife" (*Threepenny Opera*), and "New York, New York" (*On the Town*).

The second CD covers the period from 1950 (*Gypsy* and *Dolci*) to 1963 (*Hells Bells*). The songs are again well-known, from "I Could Have Danced All Night" and "Maria" to "Put on a Happy Face" and "Comedy Tonight." The performers, too, are bona fide Broadway stars, including Ethel Merman, Richard Burton, Beryl Martin, Julie Andrews, and Robert Goulet.

Disc three includes selections from more recent shows, from *Fiddler on the Roof* in 1964 to *Cats* in 1982. The music here belies the misguided notion that show tunes could no longer be considered "popular music" by this point. Whence "Aquarius" from *Hair*, "Bird in the Crows" from *A Little Night Music*, if not pop music? Or even "Hard Knock Life" from *Annie*, which was sampled on a hit single by hip-hop boppers like Jay-Z in 1998?

As with any compilation, there are sins of omission: There are such standards from *Bells Are Ringing*, "My Funny Valentine" from *Babes in Arms* or "I'm Still Here" from *Follies*? Why choose "One" from *A Chorus Line* instead of "What I Did for Love," or "It's a Perfect Relationship" from *Bells Are Ringing* rather than "The Party's Over"? Stopping at 1982 on disc also raises questions since Sennett's text continues to the present; a few less legendary shows—*House of Flowers*, *Raisin*, *Barnum*—might have been sacrificed to make room for more recent selections from *Les Miserables*, *Rent*, or *Ragtime*.

Nonetheless, the songs that are included are memorable and expertly performed. Together, they create a rich, condensed musical history of the Great White Way, accompanied by *Sennett's Notes* booklet by Andrew G. Hager provides brief insights into the specific works on the CDs—nothing revolutionary here, but well-done.

Fanatics will find this so-called coffee-table book elementary, but casual fans will be surprised to find how much theater music they already know and how easy it is to assemble these familiar tunes into a coherent foundation for learning more. With the gift-giving season around the corner, *Song and Dance* should end up as plenty of coffee tables come January.

WAYNE HOFFMAN

SINGLES

Edited by Chuck Taylor

POP

JAMIROQUAI: You Give Me Something (3:20)
PRODUCERS: JK and the Pope
WRITERS: JK and Smith
PUBLISHERS: Epic Music, ASCAP
BMG 54529 (CD promo)

Why Jamiroquai has never been able to repeat the success of its 1997 breakthrough, *Traveling Without Leaving*, is a profound mystery. Overstuck, funk and country continue to pump out sunny, disco-hued hits that defy time and trends. Could it be U.S. radio's enduring reluctance to touch anything that dares an association with a mirror ball? In any case, "You Give Me Something" is a pure joy pop, from the moment its glitchy throbbing rhythm fades into the final notes of the flypaper chorus. This isn't anything too heavy, but the song is substantial enough to show that these guys have something that goes above and beyond much of the guitar-driven patter out there today. As mainstream radio continues its trek further and further from the pop realm, it looks like if you'll have to discover this little gem on your own. It comes from *A Funk Odyssey*.—CT

KIRSTIN CANDY: Whisper (3:58)
PRODUCER: Don Smith
WRITER: K. Candy
PUBLISHER: Candyd Music, BMI

Escalator Records (CD promo)

In his first listen, Kirstin Candy is a bit of an anomaly. Her vocal style is breathy with a delicate quality that denotes the utmost of hypersensitive vulnerability. And yet everything about Candy, the lyrics, tells us that she's a remarkably daring, having pushed her musical wares from her native Santa Barbara, Calif., to clubs and pubs far and near. Her brand of piano-rooted pop perhaps has a lot in common with the earlier Amos or Toni Childs, but she maintains a wink in the deeper meaning behind her lyrics that lends a strength to words that at first seem to be a simple call for understanding. "Whisper" is gaining ground at triple-A outlets with its comfortable, ploding beat, adheive chorus, and message that a "whisper" is "a secret that you're not really keeping to yourself." From the sound of it, this former track star is off and running.—CT

AC

MICHAEL McDONALD: To Make Me Happy (3:44)
PRODUCERS: Michael McDonald and Marc Harris
WRITERS: M. McDonald and M. Harris
PUBLISHERS: Genesis Music/Brit Music/EMI Blackwood, ASCAP/BMI
MCA Nashville 02177 (CD promo)

Everything you remember about the suave, husky timbre of Michael McDonald's voice rings true in this jazzy, soul-drenched number from his MCA Nashville project *A Christmas Album*. This single is being

SPOTLIGHTS

TIM MCGRAW: The Cowboy In Me (3:29)
PRODUCERS: Byron Gallimore, Tim McGraw, and James Stroud
WRITERS: C. Wiseman, I. Steele, and A. Anderson
PUBLISHERS: BMG Songs/RS, Lumpykin's Poodle, ASCAP/Songs of Windup/Stalwart/To Bitter's Music/Cottabawable Music, BMI
Carb 1643 (CD promo)

Recently named the Country Music Assn.'s (CMA) entertainer of the year, Tim McGraw has built a career as one of the genre's royalty on the strength of consistently great songs. This is

JAMES TAYLOR: Have Yourself a Merry Little Christmas (3:26)
PRODUCERS: Russ Titelman and James Taylor
WRITERS: R. Blane and H. Martin
PUBLISHER: not listed
Columbia Records (CD promo)

When "Have Yourself a Merry Little Christmas" was first heard, the simple, sweet song was part of the 1954 flick *Meet Me in St. Louis*, starring Judy Garland. Her character sings it for her melancholy little sister, who is upset that the family will be separated for the holidays. "Its message: Just get through the hard times at hand, and there'll be better days ahead," says 1998 Billboard Century Award honoree James Taylor, who recorded the song while in the studio working on his upcoming album. "For some reason," he adds, "it seemed important to get it out there now. Sit back and imagine snow falling on Broadway." This—Taylor's first release since 1997's *Hourglass*, which won the singer's songwriter a Grammy for best pop album—showcases the qualities that have kept Taylor a welcome presence all these years: uncommon warmth amid music that is as comfortable as a blanket in the winter. His rendition is spare and jazzy, wrapped with just a snare, piano, guitar, and bass—and that one-of-a-kind voice. Yes, it's beginning to sound a lot like Christmas. And here's our first gift. Fans can download it at www.windmeadow.com.—CT

yet another. It has a title that might lead you to expect one of those run-of-the-mill, even out-of-touch rodeo tunes. But the lyric is actually a thoughtful treatise on human nature—a tender-but-tough ode to the maverick spirit that makes us all push the envelope, especially with the ones we love. McGraw delivers on the introspective lyric, turning his confession of flaws into a tribute to humanity's indomitable spirit as evidenced in the closing lines: "We ride and never worry about the fall! I guess that's just the cowboy in me all." McGraw performed a sterling version of the song on the CMA Awards, leaving no doubt that this is the latest in his long list of hits. "The Cowboy In Me" comes from his current set *Still This Circus Down*, which is platinum and rising.—DEP

worked at AC stations, and though it contains some pretty overt religious references, the mere familiarity of his vocals could ring the bell for lighter-leaning stations that favor their gold catalog. This one goes down light and easy, like wine and candlelight by a warm fire. It could be the season for this nice moment.—CT

RAP

MOBB DEEP FEATURING 112: Hey Lar (Anytime) (3:56)
PRODUCER: I-Savo
WRITERS: A. Johnson, K. Muchita, D. Jones, O. Parker, M. Keith, and M. Sandwich
PUBLISHERS: Juvenile Hell Music administered by Careers BMG Music, BMI; Juvenile Hell Music administered by BMG Songs/DA Twelve Music/Juice Music Publishing administered by EMI-April Music, ASCAP
Loose 55899 (CD track)

Though we love, too. At least, that's the theory as Mobb Deep becomes the latest

rap ensemble to show its softer side, with the first single from its forthcoming *Infamy* set, *Hey Lar*. The duo, Havoc and Prodigy, go out on a limb with this one, teaming with Bad Boy group 112 in an unusual pairing, to say the least! For this mellow collaboration, while the subject matter is uncharted territory in the song domain—a certain tenderness, streetwise-style—for the group, they do surprisingly well expressing emotion while still maintaining their street credibility. It's that balance that makes the track a real step forward. Similar offerings like Ghostface Killah's "Never Be the Same Again" and Ja Rule's "Always on Time" have proven successful at mainstream R&B radio, so this single definitely has a shot at heavy rotation. That said, "Hey Lar" is nothing like anything else on *Infamy*. For something a little harder, listeners should check out the act's other current single, "Burn" (with Noyd & Vito), which is riding Hot Rap Singles at No. 23.—RH



BUSH: Headful of Ghosts (4:18)
PRODUCERS: Dave Sardy and Bush
WRITER: G. Rossdale
PUBLISHER: 2001 Mad Dog Winston Music, BMI
Atlantic 300726 (CD promo)

"The People That We Love," the first single from Bush's Atlantic Records bow, *Golden State*, hung out in top 10 territory on both the Mainstream Rock Tracks and Modern Rock Tracks charts—certainly a formidable showing—but not parallel to the powerhouse performance of previous efforts: from this A-list outfit. No need to lose faith, though, as this is a muscular follow-up from Gavin Rossdale and company. "Headful of Ghosts" delivers the kind of head-bobbing rock that's moving records into high rotation rates these days, and it's the right fit for the London-bred band. Production from Dave Sardy (Marilyn Manson, Dandy Warhols) keeps the guitar volume on high, while the chorus—somewhat strangely—is sung in a near monotone, giving the impression of great anxiety as Rossdale sings: "Where is my head, where are my bones? Can you save me from myself?" This is a focused effort that should garner an enthused nod from those that supported "People," although there remain other nuggets on *Golden State* that offer even more promise, including album opener "Solutions."—CT

COUNTRY

CAROLYN DAWN JOHNSON: I Don't Want You to Go (3:44)
PRODUCERS: Paul Worley and Carolyn Dawn Johnson
WRITERS: C.D. Johnson and T. Polk
PUBLISHERS: EMI Fall Road Music/Bluemore Avenue Music/Ameri Blue Music/Songs of Hamstein Cumberland/Songs of Otis Barker, ASCAP
Arista 696972 (CD promo)

Canadian chanteuse Carolyn Dawn Johnson has become one of this year's breakthrough artists in the country format. Coming off her top five hit single, "Complicated," Johnson delivers yet another radio-ready tune that will no doubt solidify her growing reputation as one of country's most promising new singer-songwriters. Her credits include co-writing the recent Joe Dea Messina hit "Downtown." ("I Don't Want You to Go" is an uptempo number celebrating the desire to be with someone until the

sun comes up, even if your best friend for the remainder of the drowsy day will be a coffee cup. The production is lush and vibrant, while Johnson's personally touched vocals infuse the whole affair with an appealing energy. It's hard not to listen to the song a few times without singing along on the chorus. Looks like the girl has another winner.—DEP

CHRISTMAS

WILLA FORD: Glimme Glimme Glimme (3:42)
Atlantic 300712 (CD promo)

CRACKER: Merry Christmas Emily (3:50)
Backpack Records 70876 (CD promo)

PATSY "KID" SANTA Claus/Happy Holiday (3:21)
Topper 2255 (cassette single)
Contact: 212-795-4142

PERRY PAYNE: Santa Claus Won't Get Lit Up (At the Trailer Park This Year) (3:29)
Hometown Productions 214 (CD single)
Contact: 212-795-7278

TONI BRAXTON: Snowflakes of Love (4:06)
Arista 5061 (CD promo)

TONI BRAXTON FEATURING SHAGGY: Christmas in Jamaica (remix) (3:39)
Arista 5066 (CD promo)

DESTINY'S CHILD: 8 Days of Christmas (3:29)
Columbia 54873 (CD promo)

JIMMY BUFFETT: Christmas Island (2:55)
Margaretville/MCA 1019 (CD promo)

BUY THIS B4 CHRISTMAS: X-Mas Mega Mix (Radio Edit) (3:55)
Navigate Records (CD promo)

SHANIA TWAIN: God Bless the Child (3:48)
Mercury 137 (CD promo)

LORRIE MORGAN: My Favorite Things (3:44)
BNA 6187 (CD promo)

LONESTAR: I'll Be Home for Christmas (3:30)
MCA 64688 (CD cut)

K-Ci & Jodeci: Love at Christmas (no timing listed)
So So Def/Columbia 67755 (CD cut)

FOUNTAINS OF WAYNE: I Want an Alien for Christmas (2:11)
Atlantic 8379 (cassette single)

GLADYS KNIGHT & THE PIPS: When You Love Someone (It's Christmas Everyday) (no timing listed)
MCA 11490 (CD cut)

HENRY ROLLINS: 'Twas the Night Before Christmas (no timing listed)
Columbia 67376 (CD cut)

FOR THE RECORD

In the Nov. 17 issue, a review of the new Tinseltown single featuring Don Henley referred to Henley as a "former Eagle." The Eagles have not disbanded, and at no point has Henley been a former member of the band.

CONTRIBUTORS: Rashawn Hall, Deborah Evans Price, Chuck Taylor. **SPOTLIGHT:** Releases derived by the review editors to deserve special attention on the basis of musical merit and/or Billboard chart potential. **NEW & NOTeworthy:** Exceptional releases by new or upcoming artists. **DISCO:** (D) New releases predicted to hit the top half of the chart in the corresponding format. **CRITICS' CHOICES:** (C) New releases, regardless of chart potential, highly recommended because of their musical merit. Send review copies to Chuck Taylor (Billboard, 1770 Broadway, 6th Floor, New York, NY 10019) or the writers in the appropriate format.

V2's Nitin Sawhney Fulfills His Self-Expression On 'Prophesy'

BY MICHAEL PAOLETTA

NEW YORK—For his fifth album, *Prophesy*, producer/musician Nitin Sawhney traveled the world in search of emotional connections. "What I've been searching for over the years is balance," Sawhney says. "I don't get this from secondhand information, but from firsthand experiences."

Due Jan. 22, 2002, *Prophesy* (V2) is the divine result of Sawhney's inspirational four-month journey, which found the Anglo-Asian artist recording with musicians, singers, politicians, tribal leaders, teachers, and shamans in numerous locales, including Rio de Janeiro; Chicago; Madrid; Soweto, South Africa; and the Australian outback.

The disc's credits list shows contributions from Nelson Mandela, Algerian *rai* master Cheb Mami, Chicago *taxi* driver Jeff Kaos, Angolan singer Natacha Atlas, Yohu Yindi founder Mandawuy Yurnpinu, the English Chamber Orchestra, and the London Community Gospel Choir. According to Sawhney, 230 artists are featured on the album.

Infused with elements of drum 'n' bass, samba, hip-hop, flamenco, funk, gospel, jazz, and classical Indian, *Prophesy* effortlessly melds the East and West, the classical and contemporary, the club experience and rhythms of the world.

"This album was my way of getting back to my own reality," offers Sawhney (whose songs are published by Zomba Music). "It was also a way to engage with reality and emotions."

David Sheburo, owner of specialty store Rebel Rebel in New York City, also included *Prophesy* one of the most enchanting albums of the year. "I've already sold several copies," he says, referring to the import version. (V2



SAWNEY

issued the album worldwide June 18; it has since won the U.K. Music of Black Origin award for best world album.) Sheburo also confirms healthy sales of the album's first single, "Sunset" (with remixes by Cole J., Walk, and KVS), which stroled in July. In October, V2 mailed the single to specialty radio and club DJs. Early next year, *Prophesy* will be mailed to college, world, noncommercial, and triple-A formats. V2 product manager Rachel Mintz says, "Nitin is the kind of artist you may not hear on radio tomorrow, but you'll surely hear his music in places like restaurants, boutiques, and hair salons."

To infiltrate the tastemaker and underground markets, V2 hired New York City firms Giant Step and Bold to handle lifestyle/Internet marketing and DJ promotion, respectively. Musical streams are available at Nitin-sawhney.com and V2music.com.

Unlike his last album (1999's *Technics* Mercury Music Prize-nominated *Beyond Skin*), which Sawhney says focused on "people's prejudices against me and the way I could express myself," *Prophesy* is "me challenging my own perceptions of myself. It's me

questioning why development is based on materialism, power, and wealth—and not based on spirituality and understanding others."

Recalling the recording process, Sawhney acknowledges many humbling moments, including his interview with Mandela for the track "Breathing Light." "He completely respects people who for they are," Sawhney says of Mandela. "Unlike most of us—who perceive others based on things like the media—he sees people as human beings. Finding the reality we actually live in and not the one created by others is at the heart of Nelson Mandela."

Sawhney says he collaborated with like-minded artists like he feels free. "We are free to be free," recounts Sawhney, who adds that such an answer "implies we must all take responsibility."

Since embarking on a career in music, Sawhney has collaborated with tabla player Davin Singh (under the moniker Tihai Trio), written for Sinéad O'Connor, remixed tracks for Sting and Paul McCartney, produced songs for Mami and Indian songstress Anar, and scored films (*The Dance of Shiva*) and TV documentaries (BBC's *The Sikhs*). He's currently working on a film score for *The Ground Beneath Her Feet* and writing an orchestral score for the English Chamber Orchestra.

On Tuesday (4), Sawhney will play a sold-out crowd at London's Royal Albert Hall; a U.S. tour is scheduled for March 2002. Management duties for the artist are handled by Marci Weber and Barry Taylor of New York City-based MCT (for North America) and Neil Storey of Storeys in London (for all other territories). Chris Hearn of Primary Talent International in London handles bookings.

The Beat Box Hot Plate

my health/I've got my strength/I'm in my right mind... He keeps me safe/And this is something He does everyday." Gospel-house as only English can deliver. Remixes by HQ2 (aka Hex Hector & Mac Quayle) are also included.

•**Leute Ball Featuring Jeanine Hopper, "Telepathy"** (Liquid Soul Lounge single). While this is not a cover of *Leute Lovich's* new-wave-era gem, it is a solid house jam, with producer's lush merging sultry percussion, Hammond organ solos, bubbly disco beats, and the spoken words of DJ/radio host Hopper.

•**New Love Symphony, "My Love Don't Come Easy"** (Tom Tom Club U.K. single). After one listen, don't be surprised if you find yourself pinning for days gone by. With live instrumentation and glorious lead vocals by Larrick Ebanks (who recalls the soulful crooning of Luther Vandross), "My Love Don't Come Easy" gloriously captures the uplifting spirit of many pre-disco disco releases.

•**Bride Featuring Byron Stingily, Norma Jean & Jasper Stedee, "Paradise"** (Nervous single). Veteran club singers Stingily and Jean (she of *Chic* fame) share vocal duties on this Basement Boys-produced cover of *Chase & Status's* disco-era club smash, "Paradise."

MICHAEL PAOLETTA

Beat Box™

by Michael Paoletta

PARADISE IS HERE: Although it didn't arrive in October as originally planned (*Beat Box, Billboard*, Aug. 18), *Masters at Work Presents West End Records: The 25th Anniversary Mastermix* (West End Records) is now scheduled to hit in time for the holidays. Was it worth the wait? Well, consider it one of the year's most vital reissues.



MASTERS AT WORK

Over the course of 25 tracks (all of which formed an integral part of the musical foundation of New York City's Paradise Garage club, internationally revered DJ/production outfit *Masters at Work* aka "Little" Louie Vega & Kenny "Dope" Gonzalez) has cleverly looped, reconstructed, remixed, and re-edited classic (and not so classic) tracks from the vaults of the musically diverse West End Records.

According to Vega, it was important that the integrity of the songs remained. At the same time, he says, "Kenny and I realized that we also had to make the remixes compatible to the music that's being heard on dancefloors today."

So, on the set's seven remixes—including "Michele's 'Can't You Feel It' and Raw Silk's 'Do It to the Music'"—Masters at Work enhanced the original master recordings with additional bottom, extra breaks, new guitar parts, and reworked vocal parts.

The collection ends with a new Masters at Work production, "All Night (You Can Do It Right)," which unites Louie Gonzales' "Is It All Over My Face" and Peech Boys' "Don't Make Me Wait." Vega explains, "This track is intended to give everyone a taste of what DJs are doing today with the classics. It brings the set full circle."

The original concept for this set was born out of a Paradise Garage-hued event held at Dance Ritual, the weekly party now presented by Masters at Work. Vega recalls, "I told Mel [Chavez, owner and founder of West End] he should let us remix some West End classics." Smiling, Vega adds, "It seems Mel liked the idea."

For the label's more obscure tracks, "Kenny and I turned to people like [veteran New York City DJ] David DePino for advice," Vega acknowledges.

To celebrate the release of *Mastermix*, the label is scheduling parties at clubs throughout the U.S., Japan, and the U.K. The first event is confirmed for Jan. 26, 2002, at the Ministry of Sound in London.

In other Masters at Work news, Vega reports that the duo's Dance Ritual (formerly housed in New York City clubs like Vinyl and Centro-Flt) party is on temporary hiatus awaiting the opening of its new home—a new club—in New York City. And on Feb. 19, 2002, Tommy Boy will issue Masters at Work's *Our Time Is Coming*, the soulful house follow-up to the duo's *Nuyorican Soul* project.

ABOVE THE CLOUDS: Former *La Bouche* vocalist Melanie Thornton, 34, was among the victims of the Crossair plane crash Nov. 24 in Switzerland (see *Lifelines*, page 82). The vocally gifted Thornton—who hailed from Charleston, S.C., and moved to Germany in 1992—was en route to Zurich to promote her solo debut, *Ready to Fly* (X-cell/Epic Germany), and new single, "Wonderful Dream."

Between 1995 and 1998, La Bouche (Thornton and rapper Lane McCray) released two RCA albums (*Street Dreams* and *SO5*), resulting in such global crossover hits as "Falling in Love," "Be My Lover," and "Sweet Dreams"—as well as gold and platinum discs in more than 15 countries.

"Be My Lover" and "Sweet Dreams" peaked, respectively, at No. 1 and No. 3 on the *Billboard* Hot Dance Music/Club Play chart. Thornton was also the featured vocalist on *Le Click's* buoyant "Tonight Is the Night" (Logic Records).

Thornton is survived by her mother, Ida Deloris Thornton; her sister, Lols Thornton Chisolm; brother-in-law Todd Chisolm; two nephews; and one niece.

A memorial service will be held in Berlin Friday (30). At press time, a funeral service was being planned for either Dec. 7 or Dec. 8 at the Fielding Funeral Home, 122 Logan Street, Charleston, S.C., 29402. For the exact date, contact the funeral home at 843-722-3348.

Judging from the many phone calls and e-mails I've received from around the world, Thornton was much loved and respected. She will be missed.

Kilgore's 'Singer-Songwriter' Skills Captured On Legend

BY RAY WADDELL

NASHVILLE—While Merle Kilgore has enjoyed huge success in the country music industry as manager of Hank Williams Jr. in a relationship that dates back decades, Kilgore also has a sterling track record as a writer of hit country songs.

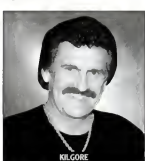
That aspect of Kilgore's history is now documented on a new release, *Singer-Songwriter*, on Nashville-based independent label Legend Records.

From his first million-seller "More and More," written by Kilgore at the age of 18 and recorded by Webb Pierce, to such classics as "Wolverton Mountain" (Claude King), "Ring of Fire" (Johnny Cash), and "Johnny Reb" (Johnny Horton), Kilgore's songs have generally brought more success to their interpreters than to the writer, save the still-regular royalty checks they bring in. *Singer-Songwriter* affords Kilgore the opportunity to document his songwriting career on one CD while at the same time enjoy the legacy of owning his own recordings of the songs. As a recording artist, Kilgore has only released four albums, all of which are now very difficult to find.

"I've had people ask me for all these songs, because none of them are on CD," Kilgore says. "Of these, most of my fans have had, but a few pop up on the Internet now and then and ask for stuff like

"Wolverton Mountain."

Kilgore had another motivation for putting all his classics down again for Legend Records. "I did it as a keepsake for me and my family and as a record of all those songs," he says. "The deal is set up, I own the masters after one year, so I can put it out on my own CD or give 'em to my eight grandchildren. I needed a document before I go to the great beyond. Everybody needs a great beyond record."



Painted Desert Music, the country division of New York City-based publishing company Shapiro Bernstein, handles the rights to some of Kilgore's best-known cuts, including "Wolverton Mountain" and "Ring of Fire." Michael Bretter, president of Painted Desert, says Kilgore's catalog remains active.

"I would make the argument that 'Ring of Fire' is a bigger song today, 40 years after it was recorded, than when it was originally released," he says. "And Merle Kilgore is a great songwriter, manager, and person; a delight to work with; and a real gentleman."

The format of *Singer-Songwriter* finds Kilgore performing 11 songs, introducing each with an anecdote about that tune's origin. These intros serve as audio liner notes that place each song in perspective.

Among their revelations are that Johnny Cash dreamed the signature Mexican trumpets on "Ring of Fire," that the ballad "She Went a Little Bit Further" (a hit for both Sammi Smith and Faron Young) was inspired by a sermon by preacher Cecil L. Franklin (father of soul legend Aretha), and that Young pitched in some lyrics to help a stymied Kilgore complete "I Won the War."

Kilgore says his favorite self-penned song remains "Johnny Reb," which he contends was written in his sleep after coming home "loaded and broke" from a poker game. Kilgore says he has no recollection of writing that song,

which was on tape the next morning. A quarter-century later, Kilgore learned his great-grandfather, Willis Solomon Kilgore, was a lieutenant for the Confederacy. "That's what so strange," Kilgore says. "I believe my great-grandfather wrote that song through me. I really believe that."

MOVING MERLE

In a unique distribution strategy, Legend Records is eschewing normal recorded-music retail channels and targeting convenience stores with its product. Kilgore and Freddie Hart are the best-known of the nine acts signed to Legend, all of them nonexclusive.

"We're a midline label, not competing at the brick-and-mortar distribution centers," says Boomer Castleman, who is partnered with Don Sessions in Legend Records. "Our distribution network is set up via cigarette and food distributors for convenience stores."

Castleman points out that there are 840 convenience stores in Oklahoma City, compared with only seven record stores. A new relationship with Oklahoma City-based food distributor K&G Fish Company, which works with more than 100 sub-distributors, will place product in seven states beginning early next year, with plans to expand toward each coast. Each package, which includes both CD and cassette, retails for \$9.95, with artists receiving a 50-cent royalty on each package sold.

"This being a nonexclusive situation, most of our artists own the own product," Castleman says. "If they want to do a deal with Warner Bros., for example, they can do it—even with the same product, because we're not competing with them in the record stores."

Kilgore, who opened for Hank Williams Jr. for 21 years from 1964-86, still manages him and worked for Williams' legendary father as a youth. He is quick to point out that he does not have any aspirations of resuming his career as a performing or recording artist, but will continue to focus completely on managing Williams. Kilgore's only performances now are rare turns at the microphone at industry functions.

"Recording this album was really fun, but I'm not a recording artist," he says. "I'm too busy trying to keep everyone happy and in the groove."

Asked what his highest hopes are for *Singer-Songwriter*, Kilgore replies, "That Alan Jackson would cut a song or two, or George Strait, or Hank Jr."

Nashville Scene

by Phyllis Stark



DANIELS' FLAG FLIES AT RADIO: Following the Sept. 11 terrorist attacks, Audium Records' plan was to work the live version of the **Charlie Daniels Band's** "In America"—a song that Daniels wrote in 1980 in the wake of the Iranian hostage crisis—to country radio to help drive awareness of Daniels' new live album. But it was a more controversial song—Daniels' newly written "This Ain't No Rag, It's a Flag"—that captured radio's attention instead.

The new song first gained notice when CMT declined to allow Daniels to perform it during the network's recent Country Freedom Concert that was staged in Nashville to raise funds for the Salvation Army's disaster relief efforts. In protest, Daniels did not perform during the show at all. He explains that he believed that "if my song would be offensive, then my presence would be offensive."



DANIELS

The local media soon picked up on the story—although, to his credit, Daniels didn't begin discussing it with the media until after the CMT show so that the controversy wouldn't overshadow the network's good intentions.

Fueled by that controversy, "This Ain't No Rag, It's a Flag" immediately took off on country radio, reaching No. 33 on the Hot Country Singles & Tracks chart last issue, with spins at 120 Broadcast Data Systems-monitored stations. Suddenly, Daniels—who released his first album in 1971 and recently celebrated his 65th birthday—could be heard on country, rock, and talk radio; he was profiled in *USA Today*, and he could be seen on TV everywhere from CNN Headline News to the Fox News Channel.

The song, cut Oct. 18 in Mount Juliet, Tenn., wasn't even included in the first pressings of Daniels' live album, but the track will be included

on subsequent pressings.

What makes the song controversial are the opening lines: "This ain't no rag, it's a flag! And we don't wear it on our heads," as well as subsequent lyrics directed at the terrorists, such as "You can crawl back in your hole/You dirty little mole" and "We're going to hunt you down like a mad dog hound."

Daniels says the roots of Sept. 11 "hit me really hard. It really floored me. I couldn't get away from it. I wept a lot."

In the aftermath, Daniels says that "people kept sending me e-mails saying, 'Are you going to write about this?'" The song's opening lines came into his mind, and the rest of the song flowed from there.

Daniels began performing the song in his live shows shortly after writing it, and based on what he says was a positive audience reaction, he "went a little nervey." "I can't understand why some view the song as controversial. It's about a specific group of people," he says, referring to the terrorists. "If you ain't done none of those things, you have nothing to be offended about."

Daniels admits he has received "a few e-mails from people who wear turbans. I write back and say, 'Unless you blew up the Trade towers, I'm not talking about you.' If [the terrorists] wore a cowboy hat or a [fez, [the song] would have said that."

Even after 30 years in the business and numerous industry awards, Daniels says it's still meaningful for the Charlie Daniels Band to have a hit record at country radio. "It always makes a difference," he says. "We're not in the 'in and out' business as far as having hits. It takes something very unique [for us] to get added to playlists, and I understand that. We're into a whole different kind of show business than what most of Music Row is into now. We're into music and entertainment, not image. I've never been accused of being a sex symbol."

ON THE ROW: Jim Saliby has been promoted to VP of sales for RCA Label Group. He was most recently senior director of sales for RCA Records and never to be confused with director at Universal Records' catalog division, Saliby succeeds Ron Howie, who recently announced plans to retire.

The Kinleys have exited the Epic Records artist roster.



Rockin' the Barn. Brooks & Dunn's Ronnie Dunn and wife Janine recently hosted a benefit at their farm outside of Nashville to benefit ASCAP PAC, which aids songwriters and publishers in legal issues that involve protecting copyrights. Brad Paisley, Sara Evans, Darryl Worley, Andy Griggs, Rascal Flatts, Phil Vassar, and Kenny Chesney were among the artists who performed at the Rock the Barn bash. U.S. Senator Orrin Hatch (R., Utah) and Fred Thompson (R., Tennessee) were also among those in attendance. Pictured, from left, are: son/MTV Music Nashville president/CEO Donna Hilley, Hatch, and ASCAP senior VP Connie Bradley.

Notas™

RADICAL DEPARTURE: Is a soneo a composition? The answer depends on whom you ask. The soneo—the improvisatory section of a salsa song usually heard at the end of the track—has traditionally been considered improvisation or part of the arrangement of the song. But in a radical departure from salsa tradition, Marc Anthony has requested songwriting credit for his contribution to writing the sones and coros on his recent Sony release, *Libre*.

"There's something very different going on, and I think it's going to change the face of what salsa is and what it will be," Anthony said in an interview with *Billboard* Nov. 17: "When you write pop music, if I come up with one line, I get songwriting credit."

But at least one publisher disagrees. "If you take out the soneo, the song remains the same. If you change even one phrase within the song, that changes the song from the original version a writer sat down and wrote."

Indeed, Anthony's request was controversial enough that three songwriters opted not to have their names on the album. Beyond that, *Libre* has set a precedent that has many publishers concerned about the potential consequences for writers, arrangers, and artists.

Established songwriters, many say, may become hesitant about composing songs to artists who may simply turn tracks in with the soneo already in place—which, in effect, imposes one pattern of improvisation upon the artist.

And if a soneo starts being considered a composition, many fear it will also open the door for artists to make similar composition claims in other genres, such as jazz, where renditions vary far more widely than in any salsa song.

Musically speaking, regardless of how much a soneo or a coró enhances a song, it's still an improvisational arrangement that is written melody and harmony.

But the most relevant are the business agreements that are made prior to recording. A recording artist has the right to request credit or royalties for what he considers artistic contribution. And as the artist or owner of the song, has every right to decline changes, credit sharing, or copyright splits.

"If you ask, you have to be prepared for a 'no,'" says Nicole Fortier of Foreign Imported Productions & Publishing, which has three credits on *Libre*. "People should remember a song belongs to the publisher and the



by Leila Cobo

songwriter and changes can be denied. That alone should stop turmoil."

NAME CHANGE: It's official: WEA Latina, the U.S.-based affiliate of Warner Music International (WMI), will change its name to Warner Music Latina, effective Dec. 3. The operation will also move its longstanding offices in Blue Lagoon Drive to Miami's South Beach area, together with WMI's regional



ZAMORA

Warner Music Latin America operation. Warner Music Latin America relocated from New York City to Miami in September. "We've always worked very closely, but being in the same place just means we'll be more efficient," Warner Music Latina president George Zamora says. "The heart of the Latin music industry is in South Beach, so it puts us where we should be."

ACCESS STEWART: Los Angeles-based All Access Talent is coordinating Rod Stewart's three upcoming shows in Mexico, scheduled to take place March 4-9, 2002, in Mexico City, Guadalajara, and Monterrey. They will be Stewart's first performances there in more than a decade, according to All Access' Abraham Contreras.

"There's great potential for shows like this," says Contreras, who coordinates talent for Fiesta Broadway. Stewart will be playing shows in Argentina, Brazil, and Panama, as well as Chile's Viña del Mar Festival, prior to his Mexico stops.

IN BRIEF: Spanish talk-show queen Cristina Saralegui will bow out of her fabled daily *El Show de Cristina* as of Dec. 14, network Univision has confirmed. Saralegui is in negotiations to continue hosting her Monday-night prime time show, *Cristina*, Endemol's *...Singerchats Lucía Méndez* is working on a *ranchera* album with producer Sirak Baloyan. A label is reportedly interested in the project. Méndez has also composed and performed three soap operas—one in Colombia, one in Mexico, and one in Argentina.

El Chombo Scores With 'El Gato'

BY KARL ROSS

MIAMI—In case you've been wondering about "El Gato Volador"—you know, the Flying Cat—it is the twisted brainchild of Panamanian producer/mixer/DJ Rodney Clark, who is better-known by his stage name, El Chombo.

Well, sort of. "El Gato"—a runaway hit in Latin clubland that is introducing U.S. audiences to a raucous brand of Spanish reggae—was the result of an ultimatum El Chombo issued to two Panama City rappers who wanted to appear on his 1998 NRC Records/Sony Discos release, *El Chombo Presenta los Cuentos de la Cripta*.

"They tried out, like, 10 songs, and I didn't like any of them," El Chombo says. "Finally I said, 'I'm giving you two hours. If you don't have anything, I'm leaving you out of the CD.' It was running behind schedule at the time."

In a panic for material, the rappers—Suez Valoy and Carlos Cardo—clicked on the TV (specifically, the Cartoon Network) for inspiration. It worked. El Chombo says, his amazement still evident. "They spent two hours watching the Cartoon Network, and they thought up all those stupid things. It's a really stupid song."

Despite its intellectual shortcomings—the song exclaims at one point, "Porcucina, porcucina" (What a crappy song!)—"El Gato" managed to quickly claw its way to the top of playlists at Miami's two leading tropical radio stations this year, following success in a string of Latin countries (much like Azuzy Aza, "La Botella").

"It immediately went on heavy rotation," says Carlos Sarli, DJ at Miami's WRTQ (98.3 FM) Sala 98, who broke the well-traveled track in South Florida. "It was one of those hits people immediately identify with. Also, it was a sound nobody had heard before."

The sound Sarli refers to is an uptempo brand of Spanish reggae known in Puerto Rico as *reggaeton* and in Panama as *dembow* or 110—as in 110 beats per minute. As a result of the success of "El Gato," some dance clubs have added a reggaeton set to spice up the action and compete with such tropical staples as salsa, merengue, and *cumbia*.

Sarli, who regularly samples crossover-minded tracks by El Chombo, says the style remains of backstreet-boy "I Want It That Way" and Missy Elliott's "Get Ur Freak On"—says he considers El Chombo to be one of the Latin scene's underground trend-setters. Sarli says, "I've listened to his CD, and I think it's a great idea. He's contributed other new ideas."

Jesús Salas, DJ at Miami's WXDJ



EL CHOMBO

(95.7 FM) El Zol 95, said the song was an instant hit in Miami and also earned some summertime spins at New York City sister station La Mega. "When something is new and different, it catches your attention," Salas says. "It's like a Spanish reggae. Besides 'La Bomba,' it's the only song of that certain style that's on the air. The club-goers really dig it."

The acceptance of "El Gato" among younger listeners has led Salas to add other reggaeton tracks, most recently "Toma Que Toma" by Spanish act Los Niños. He says, "I'm getting a lot of calls on this.

It's going to be the next big thing."

El Chombo says the sound he knows as dembow originated in Jamaica in the early 1990s, when reggae artist Shabba Ranks scored a hit by the same name ("Dem Bow"). The inuendo in the song's title—it is island parlance for those with a proclivity for certain sexual practices—was lost on young Panamanians like El Chombo, who got turned on solely by the song's combustible beat.

Panama's El General became the genre's breakthrough figure soon after. Before long, the music form had caught fire in Puerto Rico. There, it is known as *reggaeton* or *música underground* and has been the launch pad for such artists as Vico C, Ivy Queen, Big Boy, and Don Chenz.

El Chombo's "El Gato" caused a stir in Colombia, Argentina, and elsewhere in South and Central America before catching fire in Mexico and eventually crossing the border into the U.S. to markets in Texas and California. This year, it has migrated to Miami and other East Coast cities.

El Chombo says, "The first time you hear the song, you're like, 'What's this?' The second time, it makes you laugh. The third time, you like it. And that's what's happened everywhere it's been."

América Latina...

In Argentina: The Argentine version of TV reality show *Popstars* has ended in a scandal. The show's five female contestants were fired for allegedly copied Bandana. The band immediately released its first album Nov. 14 on BMG and has sold 556,000 units so far. Expectations surrounding the group are so high that three live shows at the Grand Rex Theater, scheduled to take place Dec. 1-2, were sold out even before the final group members were announced. It took *Popstars* two months to whittle down the number of contestants from 3,500 to five.

MARCELO FERNANDEZ BITAR

In Mexico: In celebration of the 84th birthday of Pedro Infante—aka El Ídolo de México (Mexico's Idol)—the recently merged Peleerm/MCM is releasing *Pedro Infante*, a 12-track compilation album of his original recordings between 1953 and 1956 and produced by Rubén Fuentes. Fuentes wanted to refresh the tracks, adding more violins, trumpets, cello, and keyboard. "What we did was integrate new music with the original tracks," says Fuentes, who has recently worked with such stars as Pedro Fernández. "In those days, we used only two microphones—one for the singer and one for the entire mariachi. So we wanted to give [the songs] more power and freshness and make them more accessible to a younger audience." *Pedro Infante* features such classics as "Mi Vida y Mi Vida," "Cien Años," and "Ni Por Favor."

TERESA AGUILERA

In Puerto Rico: ASCAP presented Rock on ASCAP: El Panel (Rock in ASCAP: The Panel) Nov. 27, a discussion panel on the state of rock on español in Puerto Rico, where more than 15 bands have released independent albums this year alone. It served as a free orientation for start-up bands on how to be successful in the genre. Panelists included Raymond Torres, PD of Cosmo 94 (a 24-hour rock on español station); Raúl López, manager of roots-reggae act Cultura Profética; Enrique Castellanos, manager of rock La Secca; Milla Torres, a singer/songwriter signed to WEA Latina; and Omar Rodríguez, assistant PD at Cosmo 94.

RANDY LUNA

LAST WEEK 2 WEEKS AGO	ARTIST IMPORT & NUMBER/DISTRIBUTING LABEL	Title	PEAK POSITION	LAST WEEK 2 WEEKS AGO	ARTIST IMPORT & NUMBER/DISTRIBUTING LABEL	Title	PEAK POSITION
1	MARC ANTHONY COLUMBIA TRISTAR (C) 2001 (C) 1001101	NUMBER 1/HOT SHOT DEBUT  1 Week at Number 1	1	33	OZOMATI POLYGRAM (C) 4014 (C) 1001101	Enfrente The Chosen	1
2	LUIS MIGUEL JIVE (C) 4014 (C) 1001101	Mis Recuerdos	2	31	LOS RAZOS POLYGRAM (C) 4014 (C) 1001101	Cos El Pulvo Hasta La Muerte	32
3	VARIOUS ARTISTS COLUMBIA TRISTAR (C) 2001 (C) 1001101	El Ultimo Adios/The Last Goodbye (EP)	3	39	CONJUNTO PRIMAVERA POLYGRAM (C) 4014 (C) 1001101	El Recado Vol. 2	23
4	LUPULO RIVERA COLUMBIA TRISTAR (C) 2001 (C) 1001101	Salvando A Solas	4	45	VARIOUS ARTISTS JIVE (C) 4014 (C) 1001101	Morango Rito	53
5	ALEJANDRO SANZ JIVE (C) 4014 (C) 1001101	MTV Unplugged	5	45	VARIOUS ARTISTS JIVE (C) 4014 (C) 1001101	Siempre Romancero	45
6	JOAN SEBASTIAN MUSICA TRISTAR (C) 2001 (C) 1001101	En Vivo Desde La Plaza El Progreso De Guadalajara	6	54	ANA GABRIEL POLYGRAM (C) 4014 (C) 1001101	Huella A Soledad	26
7	CARLOS VIVES POLYGRAM (C) 4014 (C) 1001101	Duyme Extra	7	54	RICARDO MONTANER POLYGRAM (C) 4014 (C) 1001101	Sueno Repetido	16
8	EL PODER DEL NORTE POLYGRAM (C) 4014 (C) 1001101	El Autentico: Y Unico En Vivo	8	54	QISSELLE POLYGRAM (C) 4014 (C) 1001101	Recados De Mi Madre	8
9	ALEJANDRO FERNANDEZ POLYGRAM (C) 4014 (C) 1001101	Origenes	9	45	LOS ORIGINALES DE SAN JUAN POLYGRAM (C) 4014 (C) 1001101	14 Grandes Exitos	15
10	LOS ANGELES AZULES POLYGRAM (C) 4014 (C) 1001101	Historia Musical	10	47	OLGA TANON POLYGRAM (C) 4014 (C) 1001101	Yo Por Ti	4
11	LOS ANGELES DE CHARLY POLYGRAM (C) 4014 (C) 1001101	Te Voy A Enamorar	11	48	RICARDO ARJONA POLYGRAM (C) 4014 (C) 1001101	Galeria Caribe	1
12	LOS TEMERARIOS POLYGRAM (C) 4014 (C) 1001101	Balados Rancheros	12	62	KING AFRICA POLYGRAM (C) 4014 (C) 1001101	Pachanga	55
13	GRUPO BRYNDIS POLYGRAM (C) 4014 (C) 1001101	Historia Musical Romantica	13	36	ALEJANDRA GUZMAN POLYGRAM (C) 4014 (C) 1001101	Soy	22
14	LOS HURACANES DEL NORTE POLYGRAM (C) 4014 (C) 1001101	Mensaje De Oro	14	57	JOSE JOSE POLYGRAM (C) 4014 (C) 1001101	Tenampa	29
15	VICENTE FERNANDEZ POLYGRAM (C) 4014 (C) 1001101	Mejor De Yo Solo Vol. 1	15	64	LOS MISMO POLYGRAM (C) 4014 (C) 1001101	Paridos Por Extranjero	64
16	LIBERACION POLYGRAM (C) 4014 (C) 1001101	Alors Y Siempre	16	57	ALEXANDRE PIERES POLYGRAM (C) 4014 (C) 1001101	Alexandre Pires	41
17	GIPIST KINGS POLYGRAM (C) 4014 (C) 1001101	Somos Gitanos	17	63	VARIOUS ARTISTS POLYGRAM (C) 4014 (C) 1001101	Platinium Rhyth	42
18	A.B. QUINTANILLA Y LOS KUMBIA KINGS POLYGRAM (C) 4014 (C) 1001101	Shibbi	18	63	CHRISTINA AGUILERA POLYGRAM (C) 4014 (C) 1001101	Me Reflejo	1
19	GRUPO BRYNDIS POLYGRAM (C) 4014 (C) 1001101	En El Mundo Del Amor	19	51	BANDA EL RECODO POLYGRAM (C) 4014 (C) 1001101	Configo Por Siempre...	4
20	JESSIE MORALES POLYGRAM (C) 4014 (C) 1001101	El Original De La Sierra: Leo	20	62	QILBERTO SANTA ROSA POLYGRAM (C) 4014 (C) 1001101	Intenue	13
21	PAULINA RUBIO POLYGRAM (C) 4014 (C) 1001101	Paradisa	21	55	CONJUNTO PRIMAVERA POLYGRAM (C) 4014 (C) 1001101	Anita De Amor	9
22	JESSIE MORALES POLYGRAM (C) 4014 (C) 1001101	El Original De La Sierra: 19 Super Exitos	22	62	LOS CAMINANTES POLYGRAM (C) 4014 (C) 1001101	20 Exitos-Nuestros Canciones	46
23	EL CHICHICUILTE POLYGRAM (C) 4014 (C) 1001101	Moviendo Los Plumes	23	61	VARIOUS ARTISTS POLYGRAM (C) 4014 (C) 1001101	Seleno Hits	73
24	LOS TIGRES DEL NORTE POLYGRAM (C) 4014 (C) 1001101	Uniendo Fronteras	24	60	INTOCABLE POLYGRAM (C) 4014 (C) 1001101	En Para Ti	7
25	LUPULO RIVERA POLYGRAM (C) 4014 (C) 1001101	Despreocupado	25	60	LOS BUKIS POLYGRAM (C) 4014 (C) 1001101	Greatest Hits	75
26	THALIA POLYGRAM (C) 4014 (C) 1001101	Thalia Con Banda-Grandes Exitos	26				
27	LAURA PAUSINI POLYGRAM (C) 4014 (C) 1001101	La Mejor De Laura Pausini: Vuelvo Junto A Ti	27				
28	MARCO ANTONIO SOLIS POLYGRAM (C) 4014 (C) 1001101	Man De Mi Alma	28				
29	LA LEY POLYGRAM (C) 4014 (C) 1001101	MTV Unplugged	29				
30	JOSE ALFREDO JIMENEZ POLYGRAM (C) 4014 (C) 1001101	Los 100 Clasicos Vol. 1	30				
31	SHAKIRA POLYGRAM (C) 4014 (C) 1001101	MTV Unplugged	31				
32	ALICIA VILLARREAL POLYGRAM (C) 4014 (C) 1001101	Soy La Princesa	32				
33	LOS ACOSTA POLYGRAM (C) 4014 (C) 1001101	Enfrento De Amor	33				
34	JACI VELASQUEZ POLYGRAM (C) 4014 (C) 1001101	Mi Corazon	34				
35	BANDA MACHOS POLYGRAM (C) 4014 (C) 1001101	Frutas De Bales	35				

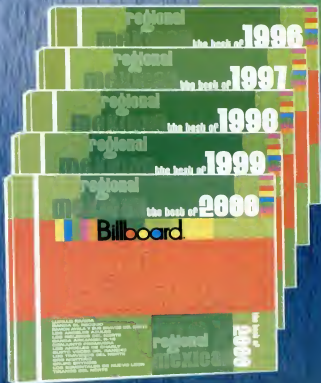
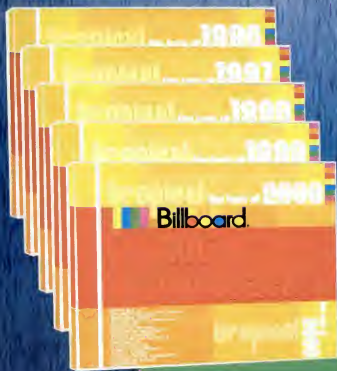
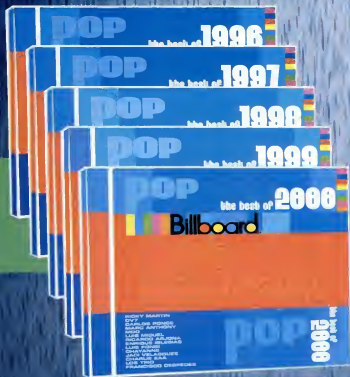
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LATIN POP ALBUMS		TROPICAL/SALSA ALBUMS		REGIONAL MEXICAN ALBUMS	
1	LUIS MIGUEL MUSICA TRISTAR (C) 2001 (C) 1001101	1	MARC ANTHONY COLUMBIA TRISTAR (C) 2001 (C) 1001101	1	LUPULO RIVERA COLUMBIA TRISTAR (C) 2001 (C) 1001101
2	VARIOUS ARTISTS COLUMBIA TRISTAR (C) 2001 (C) 1001101	2	CARLOS VIVES POLYGRAM (C) 4014 (C) 1001101	2	JOAN SEBASTIAN MUSICA TRISTAR (C) 2001 (C) 1001101
3	ALEJANDRO SANZ JIVE (C) 4014 (C) 1001101	3	VARIOUS ARTISTS COLUMBIA TRISTAR (C) 2001 (C) 1001101	3	EL PODER DEL NORTE POLYGRAM (C) 4014 (C) 1001101
4	ALEJANDRO FERNANDEZ POLYGRAM (C) 4014 (C) 1001101	4	VARIOUS ARTISTS JIVE (C) 4014 (C) 1001101	4	LOS ANGELES AZULES POLYGRAM (C) 4014 (C) 1001101
5	SPICY TONES COLUMBIA TRISTAR (C) 2001 (C) 1001101	5	QISSELLE POLYGRAM (C) 4014 (C) 1001101	5	LOS TEMERARIOS POLYGRAM (C) 4014 (C) 1001101
6	ANA SEBASTIAN Y LOS KUMBIA KINGS POLYGRAM (C) 4014 (C) 1001101	6	OLGA TANON POLYGRAM (C) 4014 (C) 1001101	6	LOS ANGELES DE CHARLY POLYGRAM (C) 4014 (C) 1001101
7	FRANKLIN ROSE POLYGRAM (C) 4014 (C) 1001101	7	RICARDO SANTA ROSA POLYGRAM (C) 4014 (C) 1001101	7	GRUPO BRYNDIS POLYGRAM (C) 4014 (C) 1001101
8	LAURA PALMISTO COLUMBIA TRISTAR (C) 2001 (C) 1001101	8	VARIOUS ARTISTS JIVE (C) 4014 (C) 1001101	8	LOS HURACANES DEL NORTE POLYGRAM (C) 4014 (C) 1001101
9	MARC ANTHONY COLUMBIA TRISTAR (C) 2001 (C) 1001101	9	VARIOUS ARTISTS JIVE (C) 4014 (C) 1001101	9	VICENTE FERNANDEZ POLYGRAM (C) 4014 (C) 1001101
10	LALEY POLYGRAM (C) 4014 (C) 1001101	10	FRANKIE ALBERTO POLYGRAM (C) 4014 (C) 1001101	10	LIBERACION POLYGRAM (C) 4014 (C) 1001101
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13	CHITRAN POLYGRAM (C) 4014 (C) 1001101	13	VARIOUS ARTISTS COLUMBIA TRISTAR (C) 2001 (C) 1001101	13	PAULINA RUBIO POLYGRAM (C) 4014 (C) 1001101
14	ACQUA INTIMIDA POLYGRAM (C) 4014 (C) 1001101	14	MICHAEL LUNA COLUMBIA TRISTAR (C) 2001 (C) 1001101	14	EL CHOCOLATE POLYGRAM (C) 4014 (C) 1001101
15	LEO TRO POLYGRAM (C) 4014 (C) 1001101	15	EL CLONAL POLYGRAM (C) 4014 (C) 1001101	15	LOS TONOS DEL NORTE POLYGRAM (C) 4014 (C) 1001101
16	JOAN SEBASTIAN MUSICA TRISTAR (C) 2001 (C) 1001101	16	JOAN SEBASTIAN MUSICA TRISTAR (C) 2001 (C) 1001101	16	JOAN SEBASTIAN MUSICA TRISTAR (C) 2001 (C) 1001101
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BY RAMIRO BURR

SAN ANTONIO—Tejano music fans and industry executives are mourning the untimely death of pioneer Juan Hinojosa, drummer and founding member of the Tejano band Los Fabulosos Cuatro.

Hinojosa and his 28-year-old son Michael were killed Nov. 23 in a traffic accident on a rural Nueces County road 20 miles west of Corpus Christi, Texas. Hinojosa died at the scene, while his son died at a hospital three hours later.

An influential musician/drummer who had also played with the legendary band Latin Bred, 51-year-old Hinojosa was inducted into the Tejano R.O.O.T.S. (Remembering Our Own Tejano Stars) Hall of Fame in August 2000 in Alice, Texas.

Hinojosa and his son lived in Alice and worked together as electrical engineers in Corpus Christi. Michael Hinojosa also played drums.

According to Department of Public Safety officials, the men were driving in dense fog toward Corpus Christi when their vehicle was hit by another vehicle that failed to stop at a stop sign. The driver of the other vehicle was reported to be in a stable condition two days later.

In their early '70s heyday, Los Fabulosos Cuatro were considered an innovative group whose vocal harmonies influenced countless other bands.

Born April 17, 1950, in Monterrey,

Tejano Pioneer In Fatal Crash



JUAN HINOJOSA

Nuevo Leon, Mexico, Juan Hinojosa formed Los Fabulosos in 1964 in McAllen, Texas. Through the years, the combo was fronted by several singers, many of which went on to launch their own careers, including Laura Canales, Adalberto, Joe Lopez of Mazo fame, and Marcos Orozco, who would later lead David Lee Garza y los Musicales.

Los Fabulosos' biggest hits included "Vestida de Blanco," "Prieta Linda," "El Perjuro Negro," "El Embriajado," and "Le Ando Siguiendo Los

Pasos." The band was also credited with helping to introduce the organ and other keyboard instruments into *la Onda Chicana*—or the early Tejano scene—of the early '70s. Javier Villanueva, executive VP of Tejano R.O.O.T.S. and a former manager for the group, says, "They were trendsetters in their time. They liked to experiment. Their arrangements were so advanced that very few groups could imitate them."

In the late '70s, Hinojosa joined the Latin Bred for several years before re-forming Los Fabulosos. Carney Fuentes of oldies retailer Tejano Classics.com says, "Hinojosa was a very distinctive drummer. There has never been anyone in the industry that has replaced Juan's style of playing. And the same goes for Los Fabulosos as a whole." Also inducted in the 2000 Tejano R.O.O.T.S. ceremonies were Los Fabulosos keyboardist Armando Hinojosa (Juan's nephew) and singer Carlos Guzman.

In recent weeks, Hinojosa had been in Austin recording drum tracks for the upcoming hit retrospective/reunion CD project for late '70s big band group Tortilla Factory. George Balli, executive director of the Tejano Academy of Fine Arts in Corpus, says, "Hinojosa will be remembered for his openness and his willingness to share his talents with the community." Funeral services were held Nov. 28 in Alice.

Jazz Notes

by Steve Graybow



CHARM CITY: It would be easy to say that far too many contemporary jazz releases are built around programmed drum loops and keyboard samples, but in truth, the same could be said for many rock, pop, and R&B projects as well. With technology becoming easier to use and more affordable, it seems that anyone with a bit of know-how can make music on par with the big guys. With that accessibility often comes a monotonous, computer-enhanced chill that permeates much of the music we hear.



BONA FIDE

"The truth is, anyone with a mouse and the right program can create canned music," says Tim "Slim Man" Camponeschi, bassist for the contemporary jazz group Bona Fide. "What happens is that it all ends up sounding the same. A record becomes based around fake drums, fake piano, and fake guitars, and the result is that the whole thing sounds bland."

For Bona Fide's sophomore date, *The Poe House* (N-Coded/Warlock, out Nov. 20), Camponeschi, keyboardist Joe Ercole, saxophonist Kevin Leal, and drummer John Coale put a traditional spin on contemporary jazz by recording their basic tracks live in the studio, building their group's rhythms around Camponeschi's bass and Coale's acoustic drums. "Using real instruments opens up the sound," Camponeschi says. "You can feel instruments pushing the air, you can hear the microphones, and the music is a lot more grit. It sounds vibrant and alive."

The result cross-pollinates the pop and R&B-flavored melodies favored by many contemporary jazz artists with warm, organic tones that hark back to late '50s soul-jazz. The drums sound uncluttered and rich, the keyboards and bass are warm and round, and Leal's alto and soprano saxophone lines have a gritty, unpolished sound that recall the music's traditional jazz roots.

Named for a home on a small street where Edgar Allan Poe once lived, *The Poe House* is a musical travelogue of the band's hometown of Baltimore. Such songs as "Club Charles," "Blaze"

(named for the infamous stripper/club owner Blaze Starr), and "Eldorado" coyly celebrate the underbelly of the city's nightlife, while "Willie Don" and "Schmuck" are dedicated to two famous Baltimore politicians.

Camponeschi, who has released five solo projects as a vocalist under the name Slim Man, says the transition from vocal to instrumental songs came naturally. "We started this band in the simplest way, just jamming in the studio," he says. "It was refreshing not to have to worry about writing lyrics, to concentrate solely on the music. I took the approach that these were songs, and even though the basic ideas started as jams, I developed them as carefully as I would a vocal tune."

NOTEWORTHY: Bobby Short is best-known as a cabaret singer, but his elegant jazz piano playing is the focus of *Piano*, released Sept. 29 on the audiophile Surrounded by Entertainment label. In addition to the standard CD release, which features Short, guitarist Hank Jones, bassist Frank Tashum, drummer Klaus Swanson, and trumpeter John Eckert on such standards as "St. Louis Blues" and "Tea for Two," *Piano* has been issued on what the label terms "the most comprehensive DVD-Audio title available." The enhanced release includes state-of-the-art surround-sound stereo mixes, narrated liner notes, a 15-minute video, 60 photographs from Short's personal collection, musicians' biographies, and photos from the recording sessions.

AND: Premonition Records has signed tenor saxophonist Von Freeman for release of a new recording expected in the spring. The disc was recorded at Chicago's New Apartment lounge, where Freeman has played every Tuesday night for the past 22 years. Also due from Premonition around the same time is a project from Patrice Barber that features all-original new material from the pianist/vocalist, marking Barber's first release to solely feature her own material. Barber's band on the recording will include trumpeter Dave Douglas, drummer Joey Baron, guitarist Neil Alger, and bassist Michael Anspach.

The Jazz Alliance International presents a benefit concert, *Made in America*, Dec. 5 at New York City's Town Hall, with funds donated to the Robin Hood Foundation. The money that is raised will be shared among those from the events of Sept. 11. Among those participating are Kenny Barron, Ruben Blades, Michael Brecker, Jane Monheit, Danilo Perez, and Cassandra Wilson. For more info, call 212-840-2824.

Berkeley, Calif.-based Fantasy Records has inked a national distribution deal with Ryko Distribution for Fantasy and its affiliated labels, including Prestige and Milestone.

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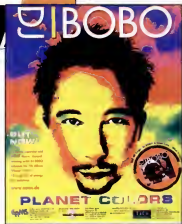
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INTERNATIONAL

Teen Idol's 'Disappearance' Spotlights Japanese Practice

BY STEVE MCCLURE

TOKYO—Imagine if Britney Spears were blacklisted and disappeared from public view after having a dispute with her managers.

Unlikely? In Japan, that is exactly what happened to 19-year-old female idol Ami Suzuki in a train of events that has cast a new, unflattering light on industry practices in the world's second-largest music market.

With her girl-next-door looks and pixie-like charm, Suzuki was until recently one of Japanese show biz's most visible faces, with a seemingly endless series of TV appearances, myriad product endorsements (with Kodak, for instance), and a steady stream of single and album releases

Communication and Music Tribe had been terminated, as well as to sue the financial records concerning Ami's wide range of media appearances while she was under contract. The Suzukis' suit also asked that the defendants pay all court costs.

The family's desire for a formal declaration of the end of the contracts was precipitated by Yamada's arrest. In February, he was convicted by the Tokyo District Court on the tax-evasion charges. The court gave Yamada a one-year prison sentence, suspended for three years. In their suit, the Suzukis said that Yamada's arrest had tarnished Ami's image.

The Suzukis' lawyer, Masami Sato, told the court that on Oct. 26, 2000, the family had sent documents to Music Tribe saying they would not renew the contract with Music Tribe and that they considered their contract with AG as ended Nov. 3, 1999. The Suzukis asked the companies to hand over any documents concerning ongoing projects involving Ami.

Sato told the court that the Suzukis filed the suit against AG Communication after the company failed to comply with the court's order with AG and Music Tribe had expired.

Daisuke Terasaki, the lawyer representing AG Communication, and Hiroshi Akiyama, representing Music Tribe, told the court that Yamada's arrest and conviction had not damaged Suzuki's image and claimed the only reason the Suzukis launched the lawsuit was because they wanted more money.

For anyone familiar with the Japanese show biz world, what happened next was hardly surprising.

Suzuki's syndicated radio show on the Nippon Hoon network was canceled. She lost her role in a drama series aired by the national Nippon TV network. Her record producer, Tetsuya Komuro, distanced himself. Her commercial endorsements—a very lucrative source of income for Japanese entertainers—dried up. Her record label, Sony Music Entertainment (Japan), rushed out a greatest-hits package, *Fan for Fan*, in May, as well as a compilation of her videoclips bearing the same name. Even her fan club was dissolved. Other production companies refused to sign her.

Komuro could not be reached for comment, and a Sony spokesperson would only say that Suzuki remains signed to the company as a recording artist on an exclusive basis. It has released nothing since *Fan for Fan*.

By suing AG Communication, the Suzukis broke the unwritten rules of Japanese society: Personal relationships count for more than legalities. That's especially true in

the world of show business. One highly placed source says, "In the Japanese entertainment industry... contracts are not really contracts, and things are carried out more on the level of personal relationships. I am not saying that the environment is totally healthy, but at the same time, one has to realize what she or he is getting into."

Kodak Japan spokesman Kiyoshi Osaki says Suzuki was contracted by the camera firm from January 1999 to January 2001. Osaki says, "We adopted her for our publicity purpose because we thought she was the best fit for high-school student target users. We were able to use her successfully and effectively to build

805,000 and 280,000 copies, respectively. *Fan for Fan* has sold 285,000 copies. SoundScan says."

It was explicitly stated in the contract that AG had the exclusive right to manage all aspects of Suzuki's career and that Suzuki would assign all copyrights to which she was entitled to AG. The lawyers for both sides declined to talk to *Billboard* concerning the case, and neither Suzuki nor representatives of AG Communication or Music Tribe could be reached for comment.

In their ruling July 18, Tokyo District Court presiding judges Hiroshi Fujikawa and Mitsuhiko Enomoto said the plaintiffs had justifiable grounds for ending the contract with Music Tribe and also for considering the contract with AG over. "The relationship of trust had broken down completely," they wrote in their decision.

The court ruled against the Suzukis' request to sue the financial records concerning Ami's activities and ordered the plaintiffs and the defendants in the suit to split the court costs.

The ruling may well be a Pyrrhic victory for the Suzukis, as the course of Ami's career is still very much in doubt. Yet, she and her parents have set up their own management company, presumably with a view to reviving her fortunes.

The industry source says, "I think her *aragomama* [selfishness] is playing a direct role in this case. I do not think she was treated exceptionally or [that] her management company did anything exceptional to her."

Japan's big production agencies treat their artists like salaried employees. Instead of receiving royalties directly from the record company (which are not that substantial to begin with), they get a fixed monthly stipend.

The production companies defend this practice by claiming that they work hard to recruit, develop, and manage artists before they become real money-earners. And Japanese artists often have very little creative input in their careers. Everything is taken care of by the production company. The harsh reality, one industry observer says, is that for every idol star, there are scores of wannabes who would like nothing more than to have a taste of fame.

It is tempting to see the Suzuki case as a groundbreaking precedent, but the artist's ostracism has reinforced the impression that the system cannot be fought. "The main reason for the lawsuit for Ami's lawsuit conviction, and so this is kind of an extreme case," says Tokyo lawyer Atsushi Naito, one of the few Japan-

ese lawyers specializing in the entertainment field. "It's difficult to generalize [based on the case]."

"This is a small industry," Naito continues. "Even though she won, nobody will touch her."

Naito represented Japanese songwriter/producer Tatsuro Yamashita in 1991, when the artist sued BMG locally after it issued what Yamashita claimed was an unauthorized greatest-hits collection (*Billboard*, June 27, 1992). That lawsuit—widely seen at the time as historic, since few, if any, Japanese artists had sued their labels—resulted in a court-brokered settlement.

The Yamashita case did lead to increased litigiousness among Japan-



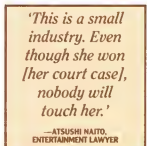
for Sony Music that sold some 10 million units in total through the end of last year.

Indeed, everything appeared to be going right for the singer nicknamed "Amijo" by her fans—until the July 2000 arrest on tax-evasion charges of Eiji Yamada, president of Japanese production company AG Communication, by the Tokyo District Public Prosecutors Office. Suzuki had signed a management deal with AG in May 1998 following her first-place finish in a nationwide talent contest sponsored by TV Tokyo program *Asutari*, and the company managed every aspect of Suzuki's career.

Media reports of Yamada's arrest gave prominence to the fact that he was Suzuki's manager, and the Suzuki family began moves to end their relationship with AG and Music Tribe, an AG group company to which Suzuki had been signed since November 1999. (Sources say Yamada had set up Music Tribe after the tax authorities began their probe. This was to enable Suzuki to distance herself from AG, sensing that there would be much negative publicity once word of the investigation became public.)

On Jan. 17, Suzuki's parents, Tadao and Miyako Suzuki—acting on their daughter's behalf due to her status as a minor—filed a suit at the Tokyo District Court against AG Communication and Music Tribe.

The Suzukis took the legal action to confirm that the contracts with AG



up a good image for Kodak during the period, [but] we wanted to target a wider range of users, so we decided to end the contract."

The Suzukis first signed a management contract with AG in May 1998. According to documents submitted to the court, Ami was to receive a monthly salary of 200,000 yen (\$1,500 at the time), as well as 0.4% of the revenue from CD sales based on the list price, less between 10% and 15% for "packaging costs." In December 1999, her monthly stipend was raised to 1 million yen (\$9,780) and the royalty rate to 0.55% after packaging costs had been deducted.

According to SoundScan Japan, Ami's 1999 album, *SA*, sold 1.5 million copies. Two subsequent albums in 2000, *Infinity Eighteen Vol. 1* and *Infinity Eighteen Vol. 2*, sold



ese artists, mainly because the entertainment industry's basic power structure has remained intact, and Japan is still a very non-litigious society. The country has roughly one lawyer to 6,600 people, compared with a ratio of 1:310 in the U.S.

One Asian music industry executive bemoans what he terms the excessive power of production companies in Japan. He says, "Record labels too often let the production agencies do what they should be doing: A&R." He cites the example of another Japanese female vocalist, signed to the Japanese affiliate of an international label, whose most recent album sold poorly due to what the executive says was meddling by the production company to which she is signed.

With the exception of some of Japan's sensationalist "sports" newspapers and weekly scandal rags, the media has been conspicuously reluctant to report on the Suzuki case, presumably for fear of upsetting certain interested parties. Indeed, one news source carried this writer that it would not be advisable to write about it "if you want to continue covering the Japanese entertainment industry."

Meanwhile, Suzuki's hardcore fans have put together a Web site expressing their support for the singer—"let's save Ami"—and their hope that she'll be back on the scene soon. When that will be anybody's guess.

McGee's Poptones Axes Workforce

U.K. Indie In Trouble After Failing To Find Second Round Of Funding

BY TOM FERGUSON

LONDON—Poptones Group, the independent U.K. record company set up in May 2000 by former Creation Records founder Alan McGee and its entire workforce Nov. 19 at its Primrose Hill headquarters in Northwest London. Director of music Joe Foster, head of promotions Mark Brown, A&R manager Alan Hake, and nine others lost their jobs.

McGee, who closed Creation after 17 years in November 1999 by signing Oasis and selling the remaining assets of the company to Sony Music for £17 million (\$24 million), stays on at Poptones as CEO. The board of directors—which also includes Mike Edelson, Julian Richer, and Mike Blackburn—has rehired head of press Les Roberts, GM Vanessa McGee, head of business development Ian Johnson, and product manager Ian Johnson on a consultancy basis.

Former Knutsford directors Edelson and Richer folded Poptones for £17.5 million (\$24.7 million) on London's Alternative Investment Market in August 2000, raising £2.2 million (\$3.3 million) in cash. On its first day of trading, shares closed at 2.75 pence (4 cents), but by the time the layoffs were announced, the share price had dropped to 1 pence.

Former Poptones director Joe Foster—who set up the label with Mc-

Gee—says, "The company was floated with the help of Mike Edelson, and in my opinion, his job was to find the second round of funding in September, and he couldn't do it. I feel tremendously let down for all the bands and the people who worked so hard for Poptones. Alan was supposed to be the music guy, and these city guys couldn't do their job. The whole Sept. 11 fairy story—there's a war on so people don't buy records—I wonder how Vera Lynn



got famous? They're not doing their job in my opinion and are using the excuse of a terrible tragedy to justify it."

Of the 15 acts signed to Poptones, Glasgow five-piece Cosmic Rough Riders has achieved silver-album status (60,000 units) with *Enjoy the Melody Sunshine*, while Swedish rockers the livers have sold more than 20,000 units in the 2½ weeks since the Oct. 22 release of *Your New Favourite Band*.

McGee was unavailable for comment. But an official statement from Poptones explained, "The [layoffs] had have to be made reflect the board's desire to bring costs at the label in line with cur-

rent levels of revenue and cash resources. The board has initiated a strategic review of the Poptones business, including the future financing options available to the business." In the same statement, chairman Blackburn—former CEO of British bank Halifax—said, "These are difficult times in the music industry. The board is examining a number of options, and a further announcement will be made in due course."

There has not been any news of any acts being dropped, although the label's policy of signing artists to one-album deals means that many on its roster are now free to leave or renegotiate their contracts. Despite this, some of the its more critically acclaimed acts—including Cosmic Rough Riders, January, Captain Soul, and Morcheiser Brothers—have agreed to new terms with Poptones and are working on new albums.

Foster adds, "We proved it could be done—that we could make innovative records and have success with them for a modest cost. Through the hard work of everyone affecting it, we establish a steadily selling brand; built up a large, steadily selling catalog; and had two top 40 singles, a silver album, and one band—the Hives—on the verge of breaking big time. And all that in one year. I can't think of a single other label that's ever achieved that in its first year."

Pianist James Finds Way To Drink And Live

BY CHRISTIE ELLIZER

ADELAIDE, Australia—A chance airborne meeting with an Australian fan has given American pianist Bob James his own wine collection—and a new revenue stream.

James' fellow passenger on the flight from Europe to the U.S. was Chris Payne. His beverage company, San Clemente, Calif.-based Chris Payne International, is in the business of marketing niche drink lines to 15 countries. While Payne was aware of the jazzman's credentials—30 albums, Grammy wins, and TV music authorship (the theme from *Taxi*)—the musician confessed to a partiality for a drop from Down Under.

The outcome of that meeting is the December launch in Australia of the Bob James Signature Collection, a wine line initially consisting of a Jazz Shiraz, a Cabernet Merlot, and a Smooth Chardonnay. James, who also paints, has designed the artwork used on the wine labels. He receives a royalty from each bottle sold.

James tells *Billboard*, "It's quite a step from drinking wine to becoming a spokesman and being regarded as a connoisseur. I love the idea of being a pied piper, bringing interesting vintages to America. When people go to jazz clubs or where music is heard, there's usually a bottle of wine there. It might as well be ours."

Only two locals have launched personality-brand wines: Joffrey Gorr Norman and actor Sam Neill. "Generally, these collections can be high-volume, because they [gain] mass media exposure," says Peter Simic, editor of trade publication *Winestate Magazine*. Simic warns that to gain a foothold in the Australian market,

it is as important to market James' enthusiasm for wines as it is to market the quality of the drop.

While in Australia Nov. 10-16 to launch his collection, James also played his first club dates here since touring in the '60s as Sarah Vaughan's music director. (His first port of call was the Yalumba Winery, where his collection is manufactured, to get a feeling for the wine process.) The shows included a three-night stopover at the Basement jazz club in Sydney, which was Webcast, and Children's Charity of Australia function at the Sanctuary Cove Resort in Queensland. The dates were a combination of a concert, wine tasting, and art exhibit.

Helping to put together James' itinerary was Brisbane-based consultant Marylou Badaeux, who knows the musician from her longtime stint in urban and jazz promotion at Warner Bros. Records U.S.

According to Payne, central to the wine's marketing strategy is that James is an active musician with a diverse audience. While Warner Music Australia releases *Restoration*, a James best-of album, Dec. 3, the artist is currently recording his 15th album plus his band Fourplay's next offering.

"This is a bit more exciting to market than a bottle with an interesting-looking label," Payne says. "We'll use traditional outlets to market quality wines, but we'll also use jazz clubs, festivals, magazines, and radio programs to get the message across."

James hopes to return to Australia for a launch circuit next year as his signature wines are launched elsewhere; current plans call for them to be uncorked in the U.S., the U.K., and Japan in 2002. "I'm not changing my occupation," he says. "But there are always other ways to express your soul to people."



JAMES

NEWSLINE...



WARNER MUSIC INTERNATIONAL

Warner Music Asia Pacific president Lachie Rutherford has assumed responsibility for Warner Music Japan (WMJ), effective Dec. 1. Company president Hiroshi Inagaki now reports to Rutherford, who remains based at his division's Hong Kong headquarters. Rutherford is accountable to Warner Music International chairman/CEO Stephen Shrimpton, who previously oversaw the company's Japanese operations. The change leaves EMI the only major with a Japanese affiliate (Toshiba-EMI) reporting outside the Asia-Pacific region. WMJ had a 4.6% share of the local market in first-half 2001, according to SoundScan Japan.

STEVE MCCLURE

The Belgian group of the International Federation of the Phonographic Industry says its inaugural Ten Days of Music campaign in October could not be considered successful and that its impact was difficult to quantify. The event received plenty of TV, radio, and print media coverage. Consumers who spent more than 1,000 Belgian francs (\$22) during the period received a free CD; more than 100,000 such CDs were distributed. Free Record Shop Belgium & Benux managing director Serge Courvreur hopes the music industry will persevere with the initiative, telling *Billboard* that its impact may only properly be evaluated over three years. **MARC MAES**

BMG Crescendo India is cutting the retail prices of domestic-repertoire CDs, following its earlier move to lower prices of international CDs by about 45%. The label, estimated to have an 8% market share, has not indicated the specifics of the domestic-repertoire price move, but the reductions affecting international product took a typical CD price to 300 rupees (\$6.27) from 582 rupees (\$11.70). BMG Crescendo managing director Suresh Thomas says sales of international product have since tripled.

NYAH BHUSHAN

London-based Chrysalis Group's music publishing division increased its net publishers share worldwide by 12.5% to a record level of \$8.1 million (\$11.4 million) during the year that ended Aug. 31. This contributed to an overall group sales increase of 14.1% to \$492 million, and a pretax loss of \$16.8 million (\$23.7 million). But the group's two record companies, the Echo Label and Papillon, had mixed fortunes. After disappointing results, Papillon will no longer sign heritage artists to make new music; instead, it will pursue catalog initiatives. Echo, meanwhile, moved "toward its short-term goal of cash break-even," according to the company.

GORDON MASSON



BMG Europe president Thomas Stein is soon expected to announce the creation of a division embracing the company's south-European affiliates. *Billboard* has learned. Countries represented in the new structure will include France, Italy, Spain, and Portugal. The division president is thought to be José María Cámara, currently regional director of BMG Spain and Portugal. Reporting to him will be BMG France president Bruno Gerentes and BMG Italy managing director Adrian Berwick.

EMMANUEL LEGRAND

Edel Records Norway has laid off half of its staff of 10 in Oslo, effective Jan. 1, 2002. Those remaining include GM Kristian Aartun, sales manager Rune Kristoffersen, and promotion manager Andreas Wille Paulsen. "This is what we had to do in order to survive," Aartun says. The Norwegian affiliate is expected to start utilizing the sales staff of Playgroup Music Scandinavia, the Edel-backed marketing and licensing venture of Mute Records, Beggar's Banquet Group, and Play It Again Sam. Playgroup has already assumed sales of Edel repertoire in Sweden.

KAR L. LOFTIUS

Jonathan King was sentenced to seven years in jail Nov. 21 in London for a series of sexual assaults against teenagers that date back more than 20 years. The British music entrepreneur is known for his involvement with the Brit Awards, the Record of the Year show (now in its fourth successful year), U.K. contributions to the Eurovision Song Contest, and trade magazine *The Tip Sheet*, with which he recently severed all ties. Earlier, King was a successful recording artist and owner of independent U.K. Records. He had denied the charges throughout the lengthy trial; his defense council has launched an appeal.

LARS BRANDE

For the record: Dirk de Cleppeire is the Brussels-based director of technology implementation for all Universal Music International's operations in addition to his ongoing role as managing director of UMI's Belgian company (*Billboard*, Nov. 19).

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JAPAN		UNITED KINGDOM		GERMANY		FRANCE	
LAST WEEK	THIS WEEK	LAST WEEK	THIS WEEK	LAST WEEK	THIS WEEK	LAST WEEK	THIS WEEK
(JAPANESE PUBLICATIONS INC. 11/00/01)		Supported by worldpop		MEDIA CONTROL 11/01/01		ONEPROMPT/LEVE 11/01/01	
SINGLES		SINGLES		SINGLES		SINGLES	
1	OVASUMINAI/ASAI TAKASHI	1	HAVE YOU EVER E.L.O.	1	FROM SARAH WITH LOVE SARAH CONNOR	1	CAN'T GET YOU OUT OF MY HEAD JAY-Z
2	OHISAMAMA TO YUKI NO YORU YUKI KAGURA	2	IF YOU COME BACK RUE	2	BECAUSE I GOT HIGH KID ROCK	2	SOUS LE VENT JULIO IGLESIAS
3	YOUTHFUL DAYS CHERRY	3	WHO DO YOU LOVE NOW (STRINGER) RUE	3	HERO MELISSA MCDOUGALL	3	LES MOTS JULIO IGLESIAS
4	HEY! MINNA GENKICHA? KID ROCK	4	QUEEN OF MY HEART WILFRED GITT	4	CAN'T GET YOU OUT OF MY HEAD MELISSA MCDOUGALL	4	YOU ROCK MY WORLD JAY-Z
5	CONFESSION THE JAY-Z	5	WALK ON JAY-Z	5	ATLANTS JAY-Z	5	JE SERAI (LA MEILLEURE AMI) JULIO IGLESIAS
6	STARS KID ROCK	6	ASHLEY'S RICA ASHLEY	6	MO' LOUITA JAY-Z	6	FAMILY AFFAIR JAY-Z
7	SHIRO KOBUTACHI KID ROCK	7	EMOTION REBECCA	7	L'AMOUR TOUJOURS (I'LL FLY WITH YOU) JAY-Z	7	K.K.O.O.O. JAY-Z
8	THANK YOU KID ROCK	8	BECAUSE I GOT HIGH JAY-Z	8	WHAT IF JAY-Z	8	AVOIR UNE FELLE JAY-Z
9	PUZZLE KID ROCK	9	DO WHA DIDDY JAY-Z	9	SOMETHING JAY-Z	9	TRACON JAY-Z
10	KYOSHI KONOHYU KID ROCK	10	BAPTISTE JAY-Z	10	I WISH I KNEW HOW IT WOULD FEEL TO BE FREE JAY-Z	10	IT'S RAINING MEN JAY-Z
ALBUMS		ALBUMS		ALBUMS		ALBUMS	
1	REMAIN—KID ROCK NO KAGI KID ROCK	1	PAID MY DUES JAY-Z	1	FROM SARAH WITH LOVE SARAH CONNOR	1	JEAN-JACQUES GOLDMAN JAY-Z
2	KID ROCK KID ROCK	2	YOU GIVE ME SOMETHING JAY-Z	2	FALLIN' JAY-Z	2	MICHAEL JACKSON JAY-Z
3	KID ROCK KID ROCK	3	DANCE & SHOUT JAY-Z	3	WHAT IF JAY-Z	3	PASCAL OBISPO JAY-Z
4	KID ROCK KID ROCK	4	HYPER MUSIC/FEELING GOOD JAY-Z	4	YOU WIN AGAIN JAY-Z	4	L'AMOUR JAY-Z
5	KID ROCK KID ROCK	5	GOT YOU JAY-Z	5	SUNGLASSES AT NIGHT JAY-Z	5	NES REYES JAY-Z
6	KID ROCK KID ROCK	6	ROBBIE WILLIAMS JAY-Z	6	ROBBIE WILLIAMS JAY-Z	6	JEAN-JACQUES GOLDMAN JAY-Z
7	KID ROCK KID ROCK	7	WEST LIFE JAY-Z	7	MICK JAGGER JAY-Z	7	MICHAEL JACKSON JAY-Z
8	KID ROCK KID ROCK	8	THE BURNING JAY-Z	8	LIGHTHOUSE FAMILY JAY-Z	8	PASCAL OBISPO JAY-Z
9	KID ROCK KID ROCK	9	STEPS JAY-Z	9	PINK FLOYD JAY-Z	9	L'AMOUR JAY-Z
10	KID ROCK KID ROCK	10	MADONNA JAY-Z	10	STING JAY-Z	10	ANDRÉ BIEU JAY-Z
11	KID ROCK KID ROCK	11	THE BURNING JAY-Z	11	ENRIQUE IGLESIAS JAY-Z	11	GAROU JAY-Z
12	KID ROCK KID ROCK	12	THE BURNING JAY-Z	12	STING JAY-Z	12	STING JAY-Z
13	KID ROCK KID ROCK	13	THE BURNING JAY-Z	13	STING JAY-Z	13	STING JAY-Z
14	KID ROCK KID ROCK	14	THE BURNING JAY-Z	14	STING JAY-Z	14	STING JAY-Z
15	KID ROCK KID ROCK	15	THE BURNING JAY-Z	15	STING JAY-Z	15	STING JAY-Z
16	KID ROCK KID ROCK	16	THE BURNING JAY-Z	16	STING JAY-Z	16	STING JAY-Z
17	KID ROCK KID ROCK	17	THE BURNING JAY-Z	17	STING JAY-Z	17	STING JAY-Z
18	KID ROCK KID ROCK	18	THE BURNING JAY-Z	18	STING JAY-Z	18	STING JAY-Z
19	KID ROCK KID ROCK	19	THE BURNING JAY-Z	19	STING JAY-Z	19	STING JAY-Z
20	KID ROCK KID ROCK	20	THE BURNING JAY-Z	20	STING JAY-Z	20	STING JAY-Z

CANADA		SPAIN		AUSTRALIA		ITALY	
LAST WEEK	THIS WEEK	LAST WEEK	THIS WEEK	LAST WEEK	THIS WEEK	LAST WEEK	THIS WEEK
(CANADIAN PUBLICATIONS INC. 11/01/01)		(SPAIN 11/01/01)		(AUSTRALIA 11/01/01)		(ITALY 11/01/01)	
SINGLES		SINGLES		SINGLES		SINGLES	
1	I WON'T BE HOME FOR CHRISTMAS JAY-Z	1	CAN'T GET YOU OUT OF MY HEAD JAY-Z	1	SMOOTH CRIMINAL JAY-Z	1	CAN'T GET YOU OUT OF MY HEAD JAY-Z
2	HERO JAY-Z	2	WALK ON JAY-Z	2	HOW YOU REMIND ME JAY-Z	2	PAID MY DUES JAY-Z
3	STUCK IN A MOMENT YOU CAN'T GET OUT OF JAY-Z	3	THE BURNING JAY-Z	3	THE BURNING JAY-Z	3	THE BURNING JAY-Z
4	THERE YOU GO JAY-Z	4	AND THEN THERE WAS SILENCE JAY-Z	4	MAMBO NO. 2 JAY-Z	4	THE BURNING JAY-Z
5	THE MUSIC'S NO GOOD WITHOUT YOU JAY-Z	5	WIDE AWAKE JAY-Z	5	I NEED SOMEBODY JAY-Z	5	THE BURNING JAY-Z
6	REACH ON EARTH/LITTLE DRUMMER BOY JAY-Z	6	THE MUSIC'S NO GOOD WITHOUT YOU JAY-Z	6	MISS CALIFORNIA JAY-Z	6	ETERNITY/THE ROAD TO MANDALAY JAY-Z
7	BAPTISTE (FASTES SO SWEET) JAY-Z	7	THE MUSIC'S NO GOOD WITHOUT YOU JAY-Z	7	TOO CLOSE JAY-Z	7	HERO JAY-Z
8	FROM A LOVER TO A FRIEND JAY-Z	8	THE MUSIC'S NO GOOD WITHOUT YOU JAY-Z	8	I'M A BELIEVER JAY-Z	8	FREEFLOV JAY-Z
9	KNOVES OUT JAY-Z	9	THE MUSIC'S NO GOOD WITHOUT YOU JAY-Z	9	BECAUSE I GOT HIGH JAY-Z	9	IN THE END JAY-Z
10	YOU ROCK MY WORLD JAY-Z	10	THE MUSIC'S NO GOOD WITHOUT YOU JAY-Z	10	BECAUSE I GOT HIGH JAY-Z	10	Y TO SIDA AQUI JAY-Z
ALBUMS		ALBUMS		ALBUMS		ALBUMS	
1	VARIOUS ARTISTS JAY-Z	1	VARIOUS ARTISTS JAY-Z	1	ROB THE BUILDER JAY-Z	1	PINK FLOYD JAY-Z
2	VARIOUS ARTISTS JAY-Z	2	VARIOUS ARTISTS JAY-Z	2	KYLIE MINOUGE JAY-Z	2	RENATO ZERO JAY-Z
3	CREED JAY-Z	3	SHAKA JAY-Z	3	CREED JAY-Z	3	BIAGIO ANTONACCI JAY-Z
4	ENRIQUE IGLESIAS JAY-Z	4	OPERACION TRIUNFO JAY-Z	4	SMASHING PUMPKINS JAY-Z	4	LAURA PAUSINI JAY-Z
5	PINK FLOYD JAY-Z	5	ROSAÑA JAY-Z	5	THE CORBS JAY-Z	5	POOH JAY-Z
6	BRITNEY SPEARS JAY-Z	6	SOUNDTRACK JAY-Z	6	PINK FLOYD JAY-Z	6	THE BURNING JAY-Z
7	ENYA JAY-Z	7	MADONNA JAY-Z	7	MADONNA JAY-Z	7	THE BURNING JAY-Z
8	THE SMASHING PUMPKINS JAY-Z	8	MADONNA JAY-Z	8	MADONNA JAY-Z	8	THE BURNING JAY-Z
9	BAILEY/NAKED LADIES JAY-Z	9	MADONNA JAY-Z	9	MADONNA JAY-Z	9	THE BURNING JAY-Z
10	PLATINUM BROCKS JAY-Z	10	MADONNA JAY-Z	10	MADONNA JAY-Z	10	THE BURNING JAY-Z

Hits of the World is compiled at Billboard/London by Menno Visser. Phone 44-207-424-6165, fax 44-207-836-6718, e-mail mvisser@billboardmedia.co.uk.

NEW = New Entry RE = Re-Entry

Global Music Pulse.

WINNING STRIPES: A rare media frenzy has surrounded *The White Stripes* in the U.K. The country's biggest-selling tabloid newspaper, *The Sun*, led the way in August by taking the unusual step of dedicating a full page to the duo's live performance at a London pub. Now the duo, consisting of **Meg and Jack White**, is back on a 22-date European tour to promote new album *White Blood Cells* and single "Hotel White." The duo's manager, who says the ad has signed two new label deals, says the duo's popularity is soaring. The first, with London-based XL Recordings (for the world except North America and Southeast Asia), sees the release of two back-catalog albums this month. *The White Stripes* were unavailable in the U.K. A&R manager at XL, **Leo Silberman**, says, "They are one of a kind and highly individual, highly creative artists. There was a lot of interest in them, but in the end they wanted to keep their privacy and didn't want to be constantly in the press. We recently signed the band for the U.S."

CHRISTOPHER BARRETT

HOME RUN: In an unprecedented run, four consecutive releases by local artists have followed each other into the top position on the New Zealand album chart in recent weeks. They were led by Epic/Sony hip-hop act **the Flockers** with their debut album *Navigator*, launched Sept. 2 and held the top spot until Warner singer-songwriter **Anika Moa** replaced him three weeks later with her debut album, *Thinking Room*. Two weeks later, Warner-signed guitar-rockers **the Feders** took over with *Communicate*. The crown was then passed to the band two weeks later by *Magic Lane* from their pop-rockers **Stellar**. All four artists remain in the top 30 and have achieved either platinum (15,000 units in New Zealand) or double-platinum status. Warner Music managing director James Seuthage says Moa's album was the first to be certified for U.S. release on Atlantic in March 2002. Many credit the growing success of local artists to substantial financial support by the Labour government, which contributes an annual \$3.78 million New Zealand (\$1.7 million) in recording, and promotional and marketing support to local music video, NZ on Air. **WED MCKENZIE**

NOTHANKS: John Erik Kaada of Norwegian band **Ciomoform** has turned to pre-digital technology to record his solo album, *Thank You for Giving Me Your Valuable Time* (EMI Norway). He commenced the production of the album by importing sounds from old machinery to his computers. "Afterwards, we loaded all of that over to analog tape recorders, and I had musicians playing everything I had programmed," he explains. "So the

sounds on the record are all played as if they were sampled." In fact, only a few non-original samples remain on the record, including vocal lines from Polish musician Józef Skrzek and U.S. R&B/blues artist Juanita Rogers.

STAYING POWER. Beyond the focus of the rock-pop mainstream, one of the most persuasive arguments for well-run online artist labels in recent years has been **Judie Tzuke's** career. Tzuke, an English songwriter may be best-remembered for the 10 weeks when her landmark ballad, "Stay With Me (Till Tomorrow)" topped the UK singles chart in 1979 for her then husband, **Simon Car**, the UK's only single act to have a No. 1 hit. Tzuke's career, however, has been anything but short-lived. Rather than baste her set with the media exposure, Tzuke set up her own Big Moon label and has made tzukey.com the successful e-tail hub of her continued creativity. Her new album, *Queen Secret Keeper*, is her eighth on Big Moon, an inventory that not only includes her first three albums from 1979-81, after **Elton John** gave Tzuke the rights to them. *Queen Secret Keeper* is also licensed for retail to East Central One, the London indie set up by former Grapevine executive **Steve Fernie** in 1998, which plans to release the track "Stay With Me" as a single in January 2002. Tzuke last wrote, too, for **Paul McCartney** in 1987. **PAUL MCCARTNEY**

TRIPLE WINNER: It's been a great year for newcomer **Sarah Connor**. Signed to Berlin-based X-cell Records (distributed by Epic/Sony Music), her debut single "Let's Get Back to Bed" featuring rapper TQ climbed to No. 2 (gold status in Germany and Austria) and went on to become a top 10 hit across Europe. The follow-up single, "French Kissing," was a top 30 hit in Germany. Now her third single, "From Sarah With Love," has zoomed to No. 1, achieving gold status (250,000 units). The **Toni Braxton**-style ballad was produced by **Bülent Aris** of Booyu Music in Hamburg. The single's video is already in rotation at VIVA and MTV. European release is slated for the end of June 2002, with a U.K. release in mid-February.

—JULIE WERNERT

Music
& Media

EUROCHART

Eurocharts are compiled by Music & Media from the national singles and album sales charts of 18 European countries.

LAST WEEK		WEEKS ON CHART	ARTIST & ALBUM (LABEL)
	SINGLES		
1	↓	1	GET YOUR OUT OF MY HEAD TAYLOR SWIFT (RCA)
2	↓	1	CAN'T BEAT YOU I GOT THIS ANDROMEDA UNLIMITED
3	↓	1	HERO ANDROMEDA UNLIMITED
4	↓	1	FALLIN' ANDROMEDA UNLIMITED
5	↓	1	FAMILY AFFAIR ANDROMEDA UNLIMITED
6	↓	1	PAID MY QUES ANDROMEDA UNLIMITED
7	↓	1	SMOOTH CRIMINAL ANDROMEDA UNLIMITED
8	↓	1	SOUS LE VENT ANDROMEDA UNLIMITED
9	↓	1	YOU ROCK MY WORLD ANDROMEDA UNLIMITED
10	↓	1	I'M REAL ANDROMEDA UNLIMITED
	HOT MOVIE SINGLES		
11	↓	1	HAVE YOU EVER LOVE? (PROMOTIONS)
12	↓	1	WALK ON LOVE? (PROMOTIONS)
13	↓	1	WHO DO YOU LOVE NOW LOVE? (PROMOTIONS)
30	↓	1	ATLANTIS LOVE? (PROMOTIONS)

THE NETHERLANDS

LAST WEEK	(STITCHING) MEKA TOP 100 (11/5/81)	
	SINGLES	
	4	HAPPY BIZA JIVEZONDA
	1	ZIJ MAAKT HET VERSCHIL PETER DINKSBY
	5	HERO (WHISKEY HOLEDAZ) INTERSCOPE/UNIVERSAL
	3	CAN'T GET YOU OUT OF MY HEAD KIM FARRAR
	2	I'M REAL JENNIFER LOPEZ FEATURING J.A.ROULE EPIC
	ALBUMS	
	4	K3 ELIZABETH ARJOLAS/MS
	1	ANDREA BOCELLI CIELI IN TOSCANA POLYDOR
NEW	6	PINK FLOYD THE BLIST OF PINK FLOYD EMI
		ROBBIE WILLIAMS SINGIN' WHEN YOU'RE DRINKIN' CHESS/ATLANTIC
		TWARDES

SWEDEN

LAST WEEK	JULY 11/12	
	SINGLES	
		LIFE IT'S OK (KOLM/UNIVERSAL)
	1	ROCKA PA! MARQUESS VS. THE BOPPERS: BORDER
	2	CAN'T GET YOU OUT OF MY HEAD PAULETTE (LIP)
	3	HEY BABY (UHU AAH) BLVD (CANCAN)
		HERO FRANCIS YVES/AS: INTERSCOP/UNIVERSAL
	ALBUMS	
	WESTLIFE WORLD OF OUR OWN: IRASING	
	1	ADORE A BOCELLI DELIA TESICCA: UNIVERSAL
NEW	REAL GROUP ALL OFF BEAT: VIRGIN	
	SMOKE UNDISCOVERED TCG: CMCANM	
	3	PINK FLOYD LOVED - THE BEST OF PINK FLOYD: EMI

SWITZERLAND

LAST WEEK

WEEK-END
1981-1982

SINGLES

2 **HERO**
TINA TURNER & GEORGE MICHAEL/AT&T

1 **BECAUSE I GOT HIGH**
MIKE DUNN/AT&T

3 **CAN'T GET YOU OUT OF MY HEAD**
EYE EMERGE/PHILADELPHIA

4 **CRYING WITH CRIMINAL MINDS**
ALVIN ARTI FANTASIE/AT&T

5 **PAID MY DUES**
NATASHIA/EPIC/SONY

ALBUMS

1 **ROBBIE WILLIAMS**
DANCING QUEEN/PIRELLA GÖTTSCHE LOWE

2 **JEAN-JACQUES GOLDMAN**
CHANGING POUR LES PREDS/COLOMBIA/SONY

3 **MADONNA**
DANCE/REACT/REACTOR BROS

4 **PINK FLOYD**
FIREBALLS—THE BEST OF PINK FLOYD/EMI

5 **GOLA**
GOLA/SONY

6 **RODNEY GORDON**
RODNEY GORDON/SONY

IRELAND

[illegible]

AUSTRIA

LAST WEEK	THIS WEEK	ALBUM/ARTIST/ALBUM/ARTIST
		SINGLES
	2	BECAUSE I GOT HIGH AFROBANG UNIVERSAL
	1	CAN'T GET YOU OUT OF MY HEAD FATBOY FLEETWOOD PARLOPHONE
	3	HERO ENHANCER RELEASES INTERSCOP/UNIVERSAL
NEW		FROM SARAH WITH LOVE SARAH CORNEJO EPIC/SONY
	4	ONLY TIME LATA WEA/WARNER
		ALBUMS
		ROBBIE WILLIAMS SOMING WHEN YOU'RE WANNING CORTYSALE
NEW		KIDDY COTTON FINALISTEN

BELGIUM/FLANDERS

SPRINGTIME 1981

SINGLES

1 **AFRODIS I GOT HIGH**
AFRODIS MERCURY

2 **WIDE AWAKE**
MELISSA MCDOUGALL & NUTTY EASY SUBWAY/EMI

3 **ALONE**
LARRY & NUTTY EASY SUBWAY/EMI

4 **CAN'T GET YOU OUT OF MY HEAD**
THE TRIMBLE PHILIPSON/EMI

5 **FAMILY AFFAIR**
MARTY & ELIZ MCNEAL/EMI

ALBUMS

1 **CLOUSEAU**
DEANES EMI

2 **PINK FLOYD**
KING OF THE BEAT OF PINK FLOYD EMI

3 **MADONNA**
MADONNA/ATLANTIC/WEAVER BRO.

4 **K3**
THE REMEDS NILES WILLIAMS/EMI

MALAYSIA

NEW	KODAMA PUBLICATIONS INC. 1/17/91
ALBUMS	
NEW	MICHAEL JACKSON HUMAN EVIDENCE
NEW	BACKSTREET BOYS THE ITES—CHAPTER ONE JIVEBANG
NEW	THE CORRS THE BEST OF THE CORRS HELAN/WARNER
3	LINCOLN PARK HYPER TACTICS WARNER
4	JAY CHOU FANTASY BRG
2	WA KUN CHOU DUST LEAVES ROCK
5	FASCAL MACCHAVALI NOUVEAU CLIMATE WARNER
NEW	F4 BETTER THAN SONY
6	WANG LEE HOM THE ONE AND ONLY SONY
B	RAIHAI RIDE MUSIC RIDE MUSIC

COMMON CURRENCY

A weekly scorecard of albums simultaneously attaining top 10 chart status

Repertoire owner: B: BMG, E: EMI, I: Independent, S: Sony, U: Universal, W: Warner

ARTIST	USA	JPN	UK	GER	FRA	CAN	SPN	AUS	ITA	OTDR
CREEED The Heart of the Matter (G)	1		8	3		3				
ENYA A Day Without Rain (W)	6		7	7						
ENRIQUE IGLESIAS Escape (U)	9		6		4					
MICHAEL JACKSON Invincible (U)				2			9		9	
MADONNA Greatest Hits (U)			5	9			8	7	9	
PINK FLOYD Echoes - The Best Of Pink Floyd (E)					4	5	6	1	3	
BRITNEY SPEARS Britney (U)	3			8	6					
STING All This Time (U)				5	7		10		10	
ROBBIE WILLIAMS Swing When You're Twisting (E)			1	1				8	4	

Awards, New Talent Shows Vie For Spanish Viewers

BY HOWELL LLEWELLYN

MADRID—Manolo Garcia, Manu Chao, and U2 each won two awards at Spain's fifth Premios Amigo ceremony, held Nov. 26 here. It was presented by record companies association APFYE and broadcast live on private channel Arterio 3 TV.

The remaining 11 awards were evenly spread out, with no big surprises. The event, telecast from 10 p.m. to 1:35 a.m., drew an average of 12.2% of Spain's TV viewers—down from last year's 20.9% audience share. But what might seem to be Spanish viewers' disinterest in the country's most important music awards ceremony was instead their likely preference for a rival channel's music-focused talent competition, which has broken viewing records in recent weeks.

Public channel TVE 1 has hit upon a winning streak with *Operación Triunfo* (Operation Triumph), a three-hour Monday-night show that combines a *Fame*-style talent competition with the intense rivalry of *Big Brother*. The program invites viewers to phone in and keep competing in out of the running. In their goal to be Spain's candidate for next year's Eurovision Song Contest.

Universal Music Spain president Carlos Iturrino spoke for most APFYE members when he said, "This is not a question of audience slump, but one of mathematics. Spain has 15 million TV viewers on Monday to Friday. Four million are loyal viewers of the long-established drama series *Periodistas* (Journalists), and for the past few weeks, we have had the brutal social phenomenon of *Operación Triunfo*, with 6 million solid viewers.



ITURRINO

"The remaining 5 million viewers are shared among several national and regional TV options, and the 12% average represents 2 million people," Iturrino continues. "But we know there were peaks of 27% market share for some of the Amigo shows, and I think that given the huge success of *Operación Triunfo*, we can feel satisfied with the viewers' response to the award ceremony."

The 27% peaks (representing 4.5 million viewers) likely included live performances from the eye-catching Kylie Minogue and Monica Naranjo, as well as Mexico's dynamic Paulina Rubio—this year's big Latin success in Spain. Other live acts included Jamarroqui, Enrique Iglesias, Estopa, Colombia's Carlos Vives, Rosario, Miguel Bosé, Camela, and Rosana.

García walked off with honors for best Spanish male artist and best Spanish album for *Nunca el Tiempo Es Perdido* (BMG Ariola), which sold more than 400,000 units in Spain.

French-Spaniard Manu Chao took the awards for best Latin male artist and best Latin album, which has moved some 250,000 units in Spain. U2 picked up the best international group award and the best international album award for *All That You Can't Leave Behind* (Universal Mercury), which shifted more than 300,000 copies.

Other Spanish winners were Dover (best Spanish song for "King George"), Rosana (best female artist), Café Quijano (best group), José Mercé (best flamenco album for *Aire*), and Los Caños (best new artist).

INTERNATIONAL

'Low-Key' Awards For Italy Second Italian Music Event Eschews TV, Radio

BY MARK WORTEN

MILAN—With three awards each, rock veteran Vasco Rossi and new-age English-language singer Elisa were the big winners in the second official Italian Music Awards, held Nov. 26 at Milan's Rolling Stone club.

Rossi—who made references to Italy's need to combat music piracy and to lower the country's 20% sales tax on CDs in one of his acceptance speeches—picked up awards for best male artist, best tour, and best album for *Stupido Hotel* (EMI). Meanwhile, Elisa won best female vocalist, while her winning song at this year's Sanremo Festival, "Luce" (Light)—released by Sugar Music and the artist's only recording in Italian so far—won best song and best musical composition.

Elisa performed at the show, as did other Italian pop acts, Tiziano Ferro (EMI) and Delta V (BMC Ricordi).

Although he wasn't there to collect them, Gigi D'Agostini (Meda) received two accolades, for best dance artist and best dance producer. Tiromancino (Virgin) won for best group; the band also does prominently in *Le Parole Ignoranti*, which won for best film soundtrack. And Rossi's new single "Le Parole" (Three Words) on BMC Ricordi was the hit of the summer, won best emerging artist.

As with the inaugural event, which took place in February, the awards were organized by industry body FIMI and were based on the voting input of about 400 expert jurors covering most areas of the industry.

The evening was deliberately low-key, with a gala dinner for a few hundred guests and no live TV or radio broadcast. This was a result of the current political situation and

its TV-coverage requirements, according to sources.

Awards were also given for international repertoire, with Lenny Kravitz (best male artist), Anastacia (best female), and Coldplay (best group) all sending video acceptance messages.

Andrea Bocelli, who was given a special award by FIMI for his services "as an ambassador for Italian music," also sent a message, as he was on tour.

In spite of the absence of big international names, reactions to the event were positive. FIMI director general Enzo Mazza, who had worked hard to stage the awards, said he was "proud that the music was good, and I was pleased that political representatives

F.I.M.I.

from city, provincial, regional, and national governments were present. As in other events, we are often accused of being weak in terms of our political clout, but this showed that we have some impact."

Toni Verona, head of independent label Ala Bianca, tells *Billboard*, "We did pretty well, given the circumstances. Obviously, Sept. 11 and its aftermath was a setback, but I think we're going to grow. In two or three years' time, this could be the key event in the Italian calendar, on a par with Sanremo."

A less upbeat view was expressed by V2 Italy GM Alessandro Massara. "Sure, it was a great evening and the organizers did a good job," he says, "but the absence of TV and international acts was a big disappointment. Nor did he think events in Afghanistan and elsewhere were the only reason: "On Dec. 12, there's a dance music awards show taking place, and you'll find TV, international artists—everything. That's sad."

SOCAN Recognizes McLauchlan, Klees, Bachman, And Cummings

BY LARRY LEBLANC

TORONTO—A Canadian singer-songwriters and Guesu who fronted Black and attended by 200 industry figures, honored those Canadian songwriters and publishers whose songs received the most radio airplay in 2000, as well as SOCAN members whose complete repertoire achieved the highest number of performances in their respective categories during 2000.

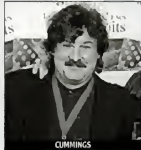
In contrast to the marathon-length awards of the past, this year's event—held at the Art Gallery of Ontario—was a nimbly 90-minute affair. Bachman and Cummings captured six of the year's SOCAN Classic Awards. These honors recognized songs that reached the

100,000-airplay mark on Canadian radio during 2000.

Bachman, who didn't attend, won Classic Awards for his vintage Bachman-Turner Overdrive hits "Let It Ride" (co-written with Fred Turner) and "Hey You," and the Guesu Who hit, "No Sugar Tonight."

Cummings took home Classic Awards for his solo hits "My Own Way to Rock" and "You Saved My Soul," as well as for "Follow Your Daughter Home," recorded by the Guesu Who and co-written with members Donnie McDougall, Gary Peterson, Bill Wallace, and Kurt Winter. "This is for the great times we've had together," a proud Cummings said, accepting his awards with McDougall and Winter's widow, Victoria.

During a backstage ceremony, BMI president/CEO Frances Preston presented Cummings with special citations of achievement for two Guesu Who songs co-written with Cummings: "These Eyes" (recognition for 3 million broadcast performances in the U.S.)



CUMMINGS

and "No Time," which has attained 2 million broadcast performances there. The most-performed Canadian pop songs were JackSoul's "Can't Stop," written by Jay Levine and Jon Levine; McMaster & James' "Thank You," written by Chris Burke-Gaffney, Rob James, Luke McMaster and Lisa Tougas; and "Better Man," written by Jacques and Alton Nova and performed by J. Gaines & the Soul Attorneys.

The most-performed Canadian country songs were "I Surrender," written by Michelle Wright and Eric Salver and performed by Wright's "Horsehoes," written by Ben Dunk, Memphis, and David Martin and performed by Adam Gregory; and "Save Me," written by Tara Lyn Hart, Hal Draper, and David Quigley and performed by Hart. Nashville-based singer Johnny Douglas received a SOCAN award for penning "Boom," performed by Trinket, for the rock song that achieved the greatest number of performances.

One highlight was Murray McLauchlan's poignant acceptance of the National Achievement Award, presented by former veteran tunesmith Gordon Lightfoot. Scottish-born McLauchlan wryly told the audience, "Being a songwriter requires a lot of courage—I come to face poverty, mostly. I'm [a] proud songwriter as my father was to be a socialist."

During his 30-year career, Mc-

Lauchlan has recorded 18 albums—the majority for True North Records in Toronto—and is heralded for such songs as "80°C," "You make me feel good, because it makes it feel like someone cares," a teary-eyed Klees told the crowd—which gave him, as it did McLauchlan, a standing ovation.

A Special Achievement Award was presented to Stan Klees for his contributions to Canada's music industry during his almost 40-year career. Klees co-founded and led the *Canadian Music Trade Magazine RPM Weekly*—which folded last year—and he was a co-founder of the annual *Junos Awards*. He also created the ubiquitous MAPL logo in 1971—still widely used to signify Canadian content on "80°C." "You make me feel good, because it makes it feel like someone cares," a teary-eyed Klees told the crowd—which gave him, as it did McLauchlan, a standing ovation.

New SOCAN award categories this year included the folk/roots music award won by Bruce Cockburn and the dance music award presented to songwriters Jee and John Marmora.

MERCHANTS & MARKETING

Video Games Provide New Platform For Music Promotion

Aerosmith, Papa Roach Among Bands Whose Tunes Are Included On Titles From Such Companies As EA Sports & Infogrames

BY STEVE TRAMER

CLEARWATER, Fla.—With new video-game console systems from Microsoft, Nintendo, and Sony all vying to be big sellers this Christmas season, gaming software makers looking for a competitive edge with consumers are increasingly licensing music from major artists for use in their newest titles.

In addition, more top bands are getting involved in contributing and/or creating music for use in

of the Nov. 15 Microsoft Xbox launch. Aerosmith contributed three songs to Tecmo's *Dead or Alive 3*, another Xbox debut title; and Blink-182 is one of a dozen acts that contributed songs to Infogrames' *Splashdown*, a jet-ski action game for PS2 that shipped gold Nov. 13.

Meanwhile, Papa Roach joined Alien Ant Farm and a slate of other acts on Activision's *Shaun Palmer's Pro Snowboarder*—a title that was released Nov. 4 on Game Boy Color

If they're going to listen to music when they're playing the game, it might as well be ours."

Alien Ant Farm lead singer Dryden Mitchell agrees that it is beneficial to any band to tie itself to a popular game that fans will spend hours and hours playing every day. "The real trick," he says, "is to pick the right ones."

THE LICENSING PROCESS

The game companies work with a core group of such licensing specialists as Sonic Fusion and Syncope Entertainment, which have the contacts to clear the way to access necessary rights. Both EA Sports and Tecmo credit Sonic Fusion with assisting in acquiring the key acts for its franchise games.

Tecmo used Sonic Fusion to secure the Aerosmith tracks "Amazing," "Nine Lives," and "Home Tonight" for *Dead or Alive 3*, as well as the rights to songs from the likes of Apollo 440, Aqua, Marley Marl, and KC & the Sunshine Band to use in *Unison*, a PS2 interactive dancing game released earlier this year. For Maverick's *Tony Hawk's Pro Skater 3* soundtrack, the label used Julie Sessing (who used to be with Maverick but is now an independent consultant) to handle all the clearances, according to Maverick senior executive Russ Rieger.

'[Kids] buy video games the same way they buy CDs and are always waiting for a new one to come out. If they're going to listen to music when they're playing the game, it might as well be ours.'

—JOE PERRY, AEROSMITH

At Infogrames, which began licensing music with its April 1998 acquisition of Accolade, director of new business development Tim Campbell credits consultant Maissa Dauriac at Syncope Entertainment in Los Angeles with lining up the music for its *Splashdown* game.

On Board Entertainment, also based in L.A., is so bullish about the business that it recently launched a new music

licensing division aimed at offering developers the same level of music and soundtrack supervision to song solicitation and contract implementation for the video-game, film, advertising, Internet, and radio industries. The division is headed by Randy Eckhardt, who joined from EA, where he managed video-game production and music licensing for eight years, negotiating soundtracks with Kid Rock and Metallica, among other top artists. "We see good music giving the title

boost when the title is released for Xbox, this music is essential."

Beyond the distribution, part of the appeal of the promotion for the band was rooted in their own love of gaming. Barenaked Ladies' Tyler Stewart, a Toronto native and avid hockey fan, says: "The fact that our music is on what is essentially a hockey game, and to see myself in [Toronto] Maple Leafs jersey on [National Hockey League] ice, has my 9-year-old



BARRENKED LADIES



AEROSMITH

interactive computer and video games. Among the name acts featured on new games this season are Metallica, Aerosmith, Blink-182, Papa Roach, and Paul Oakenfold.

Some artists are even taking action roles in the games themselves. Reprise Records act Barenaked Ladies not only lent their new single, "It's Only Me (The Wizard of Magic Land)," to Electronic Arts (EA) Sports for use with its new hockey game, *NHL 2002*, but the band will also appear in the game via a create-a-player mode.

Going a step further is Maverick Records, which has partnered with Activision—another leading games publisher—on a newly released soundtrack based on one of its hot new titles for Sony's PlayStation 2 (PS2) and PlayStation One (PSX): *Tony Hawk's Pro Skater 3*.

Maverick marketing director David Grant says, "We're looking to have the first big seller for game-associated music."

GETTING IN ON THE GAME

This fall, Metallica is featured on Infogrames' *Test Drive Off-Road: Wide Open*, which was released in September for PS2 and is also part

and PS2 and will be issued on Game Boy Advance Dec. 4.

In another example, Oakenfold and Fear Factory are among the artists featured on *Frequency*, a remix game developed by Harmonix Music Systems for PS2, released Nov. 20.

The benefit of such promotions is not lost on bands and labels. "Video games, such as *Splashdown*, have provided labels with a great alternative means of gaining exposure for new music and even music by more-established acts," says Don Terbush, Universal Music Enterprises' senior director of film and new-media licensing.

"Considering that some games sell millions of units," Terbush adds, "that's a lot of people exposed to bands that may have a difficult time getting radio airplay, let alone [getting] their video played on MTV or VH1. For the more-established acts, it's just frosting on the cake."

Aerosmith guitarist Joe Perry notes, "As with a lot of other things in our ever-changing world, it's another way for kids to hear new music. They buy video games the way they buy CDs and are always waiting for a new one to come out.

wide appeal and a broader spectrum of exposure," Campbell says. "The more units [of the game] we sell, the more exposure for the artists. If you have a great game and good music, it makes the fire burn even hotter."

'EMOTION AND RECOGNITION'

Dave Warfield, producer of NHL franchise games for EA Sports, notes that the general idea of music in games is what he calls "emotion and recognition." As for sports games, he says the rationale for including music is to re-create the experience of fans at sporting events and that the company tries to license songs that "are already on the charts or in our gamers' record collections." EA Sports has previously licensed music from the likes of Garbage, Hole, Collective Soul, and David Bowie.

The Barenaked Ladies song to which EA Sports acquired the rights is the first single from the group's new greatest-hits collection, *Disc One: All Their Greatest Hits*. The *NHL 2002* game—released for the PC and PS2 in September—helped promote the track close to two months prior to the album's Nov. 13 release. The track will get a further

mind freaking out right now."

Meanwhile, Maverick hopes that more association with a game will help spur interest in artists featured on *Musik From and Inspired by Tony Hawk's Pro Skater 3*. While the album features cuts from 14 bands, only two—Alien Ant Farm and Ozomatli—actually appear on both the game and the CD.

Maverick's Grant says Hawk himself played an active role in selecting the music that he thought would be appropriate for a complementary CD to the game. Grant sees the soundtrack "as an opportunity to market a lifestyle comparison to the game to the same audience."

The two-disc package, released Oct. 16—two weeks ahead of the game—has a suggested list price of \$19.98 and includes the music CD with tracks from Maverick artists Hornetown Hero and the Deflones, as well as a CD-ROM with exclusive Hawk footage and interviews and a preview of the video game.

Activision brand manager David Pokres observes, "It's not just about extreme action sports, but it's also the lifestyle of our games, which are targeted at teens and young adult males who are also into music."

Companies Entering Into Sponsorship Deals With Great Care

BY RAY WADDELL

NASHVILLE— Amid a shaky economy and an uneasy global landscape, corporate sponsorship of major concert tours is becoming increasingly selective. Corporations are limiting their marketing dollars to acts that almost guarantee positive and quantifiable results.

"Companies want to know that the dollars they spend [on sponsorships] are really touching and engaging consumers and causing them to do something," says Greg Janese, president of TBA Entertainment, a Nashville-based company specializing in linking the corporate and music communities. "You have to demonstrate an ability to do that, and that has not changed. For people who can come up with a good kind of program, the market is as good as it's ever been."

A plan that may look good on paper and in boardroom presentations can fail on the road in front of audiences. "The key to any sponsorship is integrating and executing it correctly," says Rob Tonkin, president/CEO of Venice, Calif.-based MarketingForce, which helped put together the Chevrolet tour sponsorships between Honda Civic and Blink-182 and Everclear. "If the program is not efficient in meeting the mission established, there is no activation."

Clear Channel Entertainment (CCE), the world's largest promoter and concert venue operator, has also found the sponsorship market to be strong, given the right set of circumstances. This year, CCE hooked up a

string of major tours with blue-chip companies, including "N Sync with Verizon Wireless, Moby's AreaOne tour with Intel and Ford, Backstreet Boys with Kellogg's, and Janet Jackson with Jaguar. The range of products and services is diverse, as is the range of marketing objectives.

"Everybody's looking for something different," notes Bruce Eskowitz, executive VP of alliance development for CCE. "A lot of times they want a promotion to drive traffic to retail, and other times, they're looking for hospitality opportunities. We try to understand the company's objectives and match that with what the artist wants to accomplish."

Despite the successes of the spring and summer, corporate sponsorship activity is not necessarily booming this fall, but opportunities exist for next year. "In the fourth quarter it has been nonexistent, but as far as looking at 2002, we're in the middle of closing a couple

of big, sponsor-driven programs right now, and all systems are go," Janese says. "I think as we head into January of '02, we'll see the same [sponsorship] environment as January '01."

BOUGHT TO YOU BY...

A relatively recent phenomenon in the world of advertising and marketing, tour sponsorships have evolved from the days of "Brand X presents Band YZ" to much more targeted programs. "It's no longer about throwing money at a tour and putting a sign up," Janese says. "Even the word 'sponsorship' is getting to be the wrong word. 'Integrated marketing initiatives' is more appropriate."

And tours are offering plenty of opportunities for such integration. Extravaganzas like the CCE-produced George Strait Country Fest and Ozfest provide numerous outlets for sponsors to reach their objectives. The Strait fest, for example, signed on such sponsors as Chevy Truck, Wrangler, Pemminic Beef Jerky, Resistol Hats, and Justin Boots.

"You always have to work hard and come up with new ways to make tours work for sponsors—that new, creative idea," Eskowitz points out. "People are always looking for results, and that's why we're so happy that a lot of companies keep coming back year after year."

Such relationships don't exist at the large-venue level, Eskowitz stresses. A relation of sorts, Cutty Sark has involved five club tours in the past two-and-a-half years, including jaunts with Godsmack, 3 Doors Down, Jimmie's Chicken Shack, Our Lady Peace, and, currently, Cold.

"Companies are still buying sponsorships, but you have to be creative and sell quality," Eskowitz says. "Everyone is being more cautious."

Quality often includes some level of interaction between the band and tour and the sponsoring company, particularly with a live event like the TBA-produced Hard Rock Rock Fest music festivals. "Companies are not looking to simply attach their name to an event—they're looking to integrate an event into their marketing goals and objectives, which will in turn drive sales," Janese explains. "The best way to do that is to create programs that effectively reach and engages an audience."

The same thing is true for tour sponsorships, Janese says. "Companies are wanting to integrate their marketing into tours or integrate a tour into the company's marketing plan. That's the strategy companies are looking for. You can't expect a sponsor to come in with a check, put their money, and expect nothing in return. Those days are over."

Eskowitz agrees: "It's all about driving business and return on investment. It's not about [brand name] visibility any more. Being for you unique ways to market a product and how a band can help do that."



JANESE

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Declarations Of Independents™

by Chris Morris



POST-DNA SCRAMBLE: The Nov. 16 closure of Woodland, Calif.-based DNA and Emerge Distribution (*Billboard*, Dec. 1) and the Nov. 20 bankruptcy filing of their parent, Valley Media, has spurred a scrum of labels to hunt for new distribution. Some of DNA's major labels have already landed elsewhere.

Berkeley, Calif.-based Fantasy Records has shifted most of its business to Ryko Distribution. Fantasy—which controls an immense jazz catalog, a chunk of Stax's classic Memphis soul, and Creedence Clearwater Revival's perennially popular recordings—is also handled by Bayside Entertainment Distribution in West Sacramento, Calif.

Rounder Records informed accounts Nov. 19 that its Rounder Select line, previously distributed by DNA, will move exclusively through Bayside. (Rounder's other product is distributed by Universal.)

According to Wells Music Group president Kevin Welk, the company—another former DNA vendor—will now emphasize direct sales of its Vanguard and Sugar Hill lines to accounts. Welk says the firm has hired former DNA sales director **Pip Sledge** as a liaison to national accounts; Smith will begin his new Northern California-based job in January 2002 and will report to Welk VP of sales and marketing **Dan Sell**.

MOBILE AGAIN: Koch International in Port Washington, N.Y., has acquired exclusive distribution rights to audiophile imprint **Mobile Fidelity Sound Lab**. The label closed its doors abruptly in 1999 after the collapse of M.S. Distributing (*Billboard*, Dec. 11, 1999); earlier this year, Chicago-based audiophile accessory and software company Music Direct acquired Mobile Fidelity's patented technology and trademarks (*Billboard*, April 28). First releases from the revived company will include Super Audio CDs by jazz pianist/vocalist **Patricia Barber** and gold-CD versions of eight King's titles.

A PRO OUTFIT: Navarre Corp. in New Hope, Minn., has signed an exclusive North American distribution agreement with HitPro, a new Los Angeles-based label headed by veteran **Ray Wylie Taylor**. HitPro, formerly Navarre's director of West Coast sales, has joined HitPro as director of sales; **Jonny Perry** is director of A&R. The company will release six albums next year. The first, a debut album by vocalist **Kim Wynn**, will be released on the market Feb. 5, 2002. HitPro also plans to release an Elvis Presley

tribute album by Presley's one-time guitarist **James Burton**.

FLAG WAVING: We hope that audiences will discover L.A. singer/songwriter **Ramsay Midwood's** superb debut album, *Shootout at the OK Chicken Restaurant*, which he has released on his own Farm Wire Records.



MIDWOOD

The collection is currently available primarily in L.A. indie stores. "I sort of semi-self-released it, just locally," Midwood says. "I'd make my little run to [retailers] Rockaway and Rhino... My strategy was not to push it, to let it go from person to person."

The album's scarcity is a pity, for *Shootout* is a unique collection of original works that displays a skewed and witty approach to American roots music. Midwood sings his surprising tunes in a broad backwoods drawl that betrays his Arlington, Va., upbringing; he receives support from such backup acts as guitarist **Randy Weeks**, drummer **Dan Heffington**, and fiddler **Brantley Kearns**.

Midwood, who has lived in L.A. since the early '90s, came to music via a career in theater and film. He understudied **Gary Sinsine** in the Steppenwolf Theatre production of *The Grapes of Wrath* in Chicago and helped organize Slamdance, the alternative film fest that runs concurrently with indie-movie mecca Sundance Film Festival in Park City, Utah. But, he says, "I got sick of the whole politics [of the festival]."

He turned to songwriting and playing in earnest years later. Midwood cites a diversity of inspirations that include **Mississippi John Hurt**, **Jimmie Driftwood**, and **Woody Guthrie**. "I had [records by] all the old **Knox** men," he says. "I like it all. [Even] the Cars."

Midwood's music is starting to garner local attention: He has played a couple of recent gigs at Hollywood's House of Blues. He is seeking wider distribution for *Shootout*; House of Blues' **Kevin Cadogan** is working with the musician and may be contacted for more information.

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Retail Track



by Ed Christman

CHECKING OUT THE NUMBERS: Trans World Entertainment lost \$11.6 million, or 28 cents per share, on sales of \$273.4 million in its third fiscal quarter that ended Nov. 3. The loss was down from the \$15.6 million in red ink, or 32 cents per share, the company posted in the same time frame in the previous fiscal year, when sales were \$265.6 million.

The company attributed the loss to the overall soft economy but added that business weakened significantly after Sept. 11. For the quarter, the chain's same-store sales dropped 2%. This was mainly due to weak business in the chain's mall stores, which were down 3% for the quarter, as opposed to the company's freestanding stores, which were up 3%. As a result of the weak quarter, the company adjusted its fourth-quarter earnings estimate to between 80 cents and 85 cents per share.

While the 963-unit chain had a weak quarter, Trans World chairman/CEO **Bob Higgins** said in a conference call to Wall Street analysts that it had implemented or completed a number of major initiatives during the quarter. Trans World completed the transition from the various logos its mall stores previously used to its new national brand, PYE. It also relaunched its online store under the PYE.com logo, and the chain began its e-works initiatives, testing new listening stations and kiosks in 21 stores in five markets.

By November of next year, Higgins said that as part of the e-works initiative, the company will have rolled out about 1,000 kiosks containing a music and video database and 25,000 listening stations. This will enable shoppers to sample any album and view the trailer from any movie carried by the store, as well as place special orders for whatever titles aren't available in that outlet. Higgins estimated the cost of that initiative to be about \$35 million.

According to Trans World senior VP/COO **John Sullivan**, during the quarter, music sales were down. But video was strong, thanks to DVD, and DVD sales aren't coming in as hot as he said. For the quarter, gross margin was 34.5%, down two percentage points from the same period in the previous year. Sullivan attributed this to the promotional environment among music merchants, as well as to an increase in the World to balance inventory more effectively, which resulted in triggering returns penalties.

Sullivan pointed out that the chain had lowered its inventory to \$91 per

square foot, compared with the \$97 per foot it had at the end of the fiscal third quarter in the previous year. "We are really analyzing our inventory better than we used to," he said, both in looking at the new-release buy cycle as well as analyzing inventory turns of catalog product.

Looking ahead, Higgins forecasted that management expects the chain to have positive single-digit comparable-store sales in the current quarter and expects to finish the year with \$250 million in cash, up from the current level of \$45.6 million.

For the nine-month period, Trans World posted a net loss of \$17.7 million, or 42 cents per share, on sales of \$877 million, compared with \$100.0 million in the same time frame in the previous year, when sales were \$861.2 million.

DONE DEAL: In a press release issued Nov. 21, Ediel Music announced that it had sold its 80% stake in Red Distribution to a subsidiary of Sony Music Entertainment, but it did not disclose the price.

Ediel had acquired its stake in Red in August 1999, with Sony retaining a 20% slice of the independent distributor and agreeing to continue performing fulfillment and credit and collections functions for the wholesaler. At the time, sources said that Ediel had agreed to pay \$75 million for its stake in Red, which was done in installments. In July, Ediel chairman/CEO **Michael Haentjes** confirmed for *Billboard* that he still owed Sony some money but declined to specify an amount, pointing out that the balance changes almost daily because of receivables due to Red from Sony's collections for product Red ships.

But sources say Haentjes had only paid Sony \$50 million and owed another \$25 million on Red, which was supposedly due March 31, a deadline that was then extended by six months to Sept. 30 this year. In an apparent attempt to satisfy that debt, sources say Red was shipped during the summer into the fall, but interested parties say the price was too dear. At that time, sources suggested Red would revert to Sony ownership if the debt couldn't be satisfied. The deal closed Nov. 20; sources say it was made effective as of Oct. 1.

It's unclear how the debt was resolved in Sony's reacquisition of the 80% stake in Red. In an e-mail, Haentjes calls the deal "a sale" but says he can't comment further. A Sony music spokesman declines to comment beyond confirming the press release. But one wag suggests, "It sounds to me like Ediel paid \$50 million to rent Red for two years."

Handleman Post Profits, Hastings Dips

BY MATTHEW BENZ

NEW YORK—Distributor Handleman Co. reported record sales and profits for its most recent fiscal quarter, while 141-store chain Hastings Entertainment surprised investors with a wider-than-expected net loss and a warning that fourth-quarter and full-year results will be lower than previous forecasts predicted.

Echoing a November warning from another books and music retailer, Barnes & Noble, Amarillo, Texas-based Hastings said lower-than-expected book sales following the Sept. 11 terrorist attacks—as well as higher costs related to returning inventory to vendors and increased use of its distribution center—led to a net loss for its fiscal third quarter that ended Oct. 31 of \$5.5 million, or 46 cents per share.

That's more than double the loss of 22 cents per share that it had forecast, but better than its net loss in the same period last year of \$12 million, or \$1.03 per share. Revenue rose to \$103.2 million from \$100.1 million.

All other product lines, including music, video, and DVD, are "ahead of plan or right on plan," says Hastings CEO **Thom Crow**, who adds that book sales are improving. "We think it's going to be a solid Christmas season."

Yet because of the trends in book sales and costs, Hastings has adjusted

its outlook for fourth-quarter earnings to 60 cents-76 cents per share instead of 68 cents and its fiscal-year earnings to 25 cents-30 cents per share instead of 46 cents.

The news from Hastings has been generally positive since March 2000, when the 31-year-old company said it was restating its earnings for the first three quarters of 1999, as well as the

and quarter that ended Oct. 27.

Net income was \$15.7 million, or 58 cents per diluted share—up from net income of \$14.1 million, or 51 cents per diluted share, in the same period last year. Sales rose to \$355.2 million from \$397.6 million.

Despite a challenging retail environment and an overall decline in the music industry, we continue to show growth and improved results," chairman/CEO **Stephen Strome** said in a statement. The net income, per-share earnings, and sales figures were Handleman's best ever for a second quarter. Revenue at North Coast Entertainment (NCE), Handleman's proprietary entertainment arm, slipped to \$46 million from \$46.6 million. Ongoing restructuring at the Madacy Entertainment label was the main reason NCE operating income fell to \$2.6 million from \$6.3 million.

But the Troy, Mich.-based supplier of music to Kmart and Wal-Mart stores in the U.S. and ASDA in the U.K. said operating income at its Handleman Entertainment Resources distribution arm rose to \$23 million, up 28.5% from the same period last year, as sales increased 23.6% to \$315.6 million.

Handleman said mass merchants boosted their share of U.S. music sales during the quarter by 2.5 percentage points to almost 30%.



previous four years, because of an accounting error that led to its understating certain costs.

The company survived the ensuing storm of controversy, which included shareholder lawsuits and a possible Nasdaq delisting of its stock because of a delay in the filing of its 10-K annual report. Crow, who was promoted from VP of finance to CFO one year ago, has been a key player in the rebuilding.

"We're on track," Crow says. "We just kind of stubbed our toes with how much the ramp-up was to get back on track."

Handleman, meanwhile, has U.S. mass merchants' large and still-growing share of the music market to thank for the strong results from its fiscal sec-

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Compiled from a national survey of retail stores and multiple agents' cultural, capital, and product by Nielsen.									
LAST WEEK		TITLE LABEL/DISTRIBUTING LABEL & NUMBER	Principal Performers	YEARS IN RELEASE	RATING	PRICE			
									
1	1	SHREK WALT DISNEY HOME ENTERTAINMENT 2001	Mika Myers Edie Murphy	2001	PG	24.99			
2	2	MICKY'S MAGICAL CHRISTMAS: SNOWED IN THE HOUSE OF MOUSE WALT DISNEY HOME VIDEO/ENTERTAINMENT 2000	Mickey Mouse	2001	NR	22.99			
3	3	CATS & DOGS WARNER FAMILY ENTERTAINMENT/TURNER HOME VIDEO 2000	Jeff Goldblum Elizabeth Perkins	2001	PG	22.98			
4	3	DR. DOULTLE 2 FOXVIDEO 2000	Edie Murphy	2001	PG	22.99			
5	7	BARBIE IN THE NUTCRACKER MGM HOME ENTERTAINMENT 1998	Barbie	2001	NR	19.93			
6	5	CAT IN THE HAT FOXVIDEO 2000	Tom Hanks Helen Hunt	2000	PG	19.98			
7	6	SAVE THE LAST DANCE PARAMOUNT HOME VIDEO 1983	John Stills	2000	PG-13	14.95			
8	11	THE WEDDING PLAN WALT DISNEY HOME VIDEO/ENTERTAINMENT 2000	Jennifer Lopez Matthew McConaughey	2000	PG-13	19.98			
9	12	SPY KIDS (PLAN & SCAR) WALT DISNEY HOME VIDEO/ENTERTAINMENT 2000	Antonio Banderas Alex Corretjo	2001	PG	24.99			
10	10	O BROTHER, WHERE ART THOU? TRIStar HOME VIDEO/VIDEO HOME ENTERTAINMENT 2000	George Clooney	2000	PG-13	14.98			
11	6	THE MUMMY RETURNS WARNER FAMILY ENTERTAINMENT/TURNER HOME VIDEO 2000	Brendan Fraser Rachel Weisz	2001	PG-13	22.98			
12	8	OSMOSIS JONES WARNER FAMILY ENTERTAINMENT/TURNER HOME VIDEO 2000	Bill Murray	2000	PG	22.95			
13	6	SWORDFISH WARNER FAMILY ENTERTAINMENT 2001	John Travolta Heath Jackman	2001	R	22.98			
14	13	DUMBO-60TH ANNIVERSARY EDITION WALT DISNEY HOME VIDEO/VIDEO HOME ENTERTAINMENT 2001	Animated	1941	G	22.99			
15	21	HOW THE GRINCH STOLE CHRISTMAS! ♦ WARNER FAMILY ENTERTAINMENT 2000	Animated	1966	NR	14.95			
16	17	BOB THE BUILDER: BOB'S WHITE CHRISTMAS VIDEO STUDIOS INC.	Animated	2001	NR	14.99			
17	15	RECESS CHRISTMAS: MIRACLE ON THIRD STREET WALT DISNEY HOME VIDEO/VIDEO HOME ENTERTAINMENT 2004	Animated	2001	NR	22.99			
18	19	RUDOLPH: ISLAND OF MISFIT TOYS ROSEBUD HOME VIDEO 1992	Animated	1991	NR	22.95			
19	20	RUDOLPH: ISLAND OF MISFIT TOYS W/CD ROSEBUD HOME VIDEO 1992	Animated	2001	NR	26.95			
20	14	SCOOBY-DOO & THE CYBER CHASE WARNER FAMILY ENTERTAINMENT/TURNER HOME VIDEO 198	Scooby Doo	2001	NR	19.96			
21	16	UNBREAKABLE TRIStar HOME VIDEO/VIDEO HOME ENTERTAINMENT 2000	Bruce Willis Samuel L. Jackson	2000	PG-13	14.99			
22	27	101 DALMATIANS WALT DISNEY HOME VIDEO/VIDEO HOME ENTERTAINMENT 2000	Glen Close	2000	G	14.99			
23	22	WHAT WOMEN WANT PARAMOUNT HOME VIDEO 1980	Mel Gibson Helen Hunt	2000	PG-13	14.95			
24	29	RUDOLPH THE RED-NOSED REINDEER WARNER FAMILY ENTERTAINMENT 1980	Animated	1964	NR	9.98			
25	23	TRAFFIC WARNER FAMILY ENTERTAINMENT 2001	Michael Douglas Benicio Del Toro	2000	R	14.98			
26	25	SANTA WHO? WALT DISNEY HOME VIDEO/VIDEO HOME ENTERTAINMENT 2000	Leslie Nielsen	2000	NR	22.99			
27	24	A CHRISTMAS STORY WARNER FAMILY ENTERTAINMENT 1980	Darren McGavin Peter Billingsley	1984	PG	14.95			
28	28	NATIONAL LAMPSON'S CHRISTMAS VACATION WARNER HOME VIDEO 1982	Chevy Chase	1989	PG-13	14.95			
29	18	CHICKEN RUN WARNER FAMILY ENTERTAINMENT 2000	Mel Gibson	2000	G	14.99			
30	32	ROULE POLIE OULE: JINGLE JANGLE DAY'S EVE WALT DISNEY HOME VIDEO/VIDEO HOME ENTERTAINMENT 2000	Animated	2001	NR	14.99			
31	20	BRING IT ON UNIVERSAL STUDIOS HOME VIDEO 2000	Kirsten Dunst	2000	PG-13	14.98			
32	31	MEN OF HONOR FOXVIDEO 2000	Robert De Niro Cuba Gooding Jr.	1995	NR	14.98			
33	34	A CHARLIE BROWN CHRISTMAS WARNER HOME VIDEO 1982	Animated	1991	NR	16.95			
34	35	BURNEY'S NIGHT BEFORE CHRISTMAS WARNER HOME VIDEO/VIDEO STUDIOS 2000	Benny	1999	NR	14.90			
35	36	FRODO THE SNOWMAN WARNER FAMILY ENTERTAINMENT/TURNER HOME VIDEO 1980	Animated	1969	NR	9.95			
36	37	THIRTEEN DAYS WARNER HOME VIDEO/VIDEO HOME VIDEO 1980	Kevin Costner	2000	PG-13	14.90			
37	38	TOY STORY: GOLD COLLECTION WALT DISNEY HOME VIDEO/VIDEO HOME ENTERTAINMENT 1992	Tom Hanks Tim Allen	1995	G	22.99			
38	26	THE ROAD TO EL DORADO WARNER FAMILY ENTERTAINMENT 2000	Animated	2000	G	14.95			
39	39	BLUE'S CLUES BIG BOWTIE THE BABY'S HERE! WARNER FAMILY ENTERTAINMENT/TURNER HOME VIDEO 1980	Blue's Clues	2001	NR	9.99			
40	30	THE EMPEROR'S NEW GROOVE WARNER FAMILY ENTERTAINMENT 2000	Animated	2000	G	26.99			

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◆ IMAA gold certification for a minimum of 125,000 units or a dollar volume of \$8 million at retail for theatically released programs, or at least 25,000 units and \$1 million
suggested retail for nontheatrical titles. IMAA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatically released
programs, and of at least 100,000 units and \$7 million at suggested retail for nontheatrical titles. © 2001, Billboard/RIPI Communications

Detailed list of selected range of retail titles and publisher reports available, updated and printed by Mailbox						
LAST WEEK	THIS WEEK	TITLE/CD/STUDIO/ARTIST LABEL & NUMBER	Principal performers		RTM	
		NUMBER 1	1 Week in Number 1 Angelique Jolie		PG-13	
		LARA CROFT: TOMB RAIDER UNIVERSAL MUSIC HOME VIDEO 2099				
1	1	SHREK (SPECIAL EDITION) UNIVERSAL MUSIC HOME VIDEO 2099	Mike Myers Eddie Murphy			
3	3	SWOONERS WARNER BROS. VIDEO 2099	Jane Fonda Hugh Jackman		R	
		AMERICA'S SWEETHEARTS WARNER BROS. VIDEO 2099	Julia Roberts Billy Crystal		PG-13	
2	2	LEGALLY BLONDE WARNER BROS. VIDEO 2099	Roseanne Whitcomb		PG-13	
5	5	STAR WARS: EPISODE I-THE PHANTOM MENACE FOXVIDEO 2099	Liam Neeson Ewan McGregor		PG	
4	4	BARB REY COLUMBIA TRISTAR HOME VIDEO 2099	Tyrese Gibson Shoog Dooz		R	
7	7	SNOW WHITE AND THE SEVEN DWARFS WALT DISNEY HOME VIDEO 2099	Animated		G	
12	12	MICKY'S MAGICAL CHRISTMAS: SNOWED IN AT THE HOUSE OF MOUSE WALT DISNEY HOME VIDEO 2099	Mickey Mouse		NR	
10	10	FINAL FANTASY: THE SPIRITS WITHIN COLUMBIA TRISTAR HOME VIDEO 2099	Ming-Na Wen Alice Briddien		PG-13	
9	9	DR. DOOTILE 2 WARNER BROS. VIDEO 2099	Eddie Murphy		PG-13	
8	8	THE ANIMAL COLUMBIA TRISTAR HOME VIDEO 2099	Rob Schneider		PG-13	
		THE SOPRANOS: THE COMPLETE SECOND SEASON UNIVERSAL MUSIC HOME VIDEO 2099	James Gandolfini Lorraine Bracco		NR	
13	13	CATS & DOGS WARNER BROS. VIDEO 2099	Jeff Goldblum Elizabeth Perkins		PG-13	
14	14	THE GODFATHER VOL. 4 COLLECTION WARNER BROS. VIDEO 2099	Martin Bando Al Pacino		R	
		DSMOSIS JONES WARNER BROS. VIDEO 2099	Bill Murray		PG-13	
15	15	THE MUMMY RETURNS (FULL FRAME) UNIVERSAL MUSIC HOME VIDEO 2099	Brandon Fraser Rachel Weisz		PG-13	
		NATIONAL LAMPON'S CHRISTMAS VACATION WARNER BROS. VIDEO 2099	Kerri Chase Beverly D'Angelo		PG-13	
		CRAZY/BEAUTIFUL WARNER BROS. VIDEO 2099	Cheryl Chase Zeljko Ivanek		PG-13	
17	17	THE MUMMY RETURNS (WIDESCREEN) UNIVERSAL MUSIC HOME VIDEO 2099	Brandon Fraser Rachel Weisz		PG-13	
19	19	THE SIMPSON'S SEASON 1 WARNER BROS. VIDEO 2099	The Simpsons		NR	
20	20	A KNIGHT'S TALE COLUMBIA TRISTAR HOME VIDEO 2099	Heath Ledger		PG-13	
16	16	DUMBO 40TH ANNIVERSARY EDITION WARNER BROS. VIDEO 2099	Animated		G	
21	21	BLOW WARNER BROS. VIDEO 2099	Johnny Depp Penelope Cruz		PG-13	
		HOW THE GRINCH STOLE CHRISTMAS WARNER BROS. VIDEO 2099	Animated		NR	

LAST WEEK		TITLE/ARTIST/DISTRIBUTING LABEL & NUMBER		Principal Performers	
By New South is based on successful data provided by the Music Software Project Office. Items with less than 10,000 sales will not chart.					
		NUMBER 1		1 Down 1 Number 1	
		LARA CROFT: TOMB RAIDER MCA/REPRISE		Angie Stone	
		AMERICA'S SWEETHEARTS MCA/REPRISE		Jill Roberts Billy Crystal	
1		SHREK MCA/REPRISE (MCA ENTERTAINMENT) 5873		Mike Myers Edie Murphy	
2		LEGALLY BLONDE MCA/REPRISE (MCA ENTERTAINMENT) 5874		Reese Witherspoon	
3		SWORDFISH MCA/REPRISE (MCA) 5722		John Travolta Hugh Jackman	
4		THE ANIMAL MCA/REPRISE (MCA) 5875		Rob Schneider	
5		DR. DOOLITTLE 2 FOXSTAR		Edie Murphy	
6		EASY BUY MCA/REPRISE (MCA) 5876		Tyrese Gibson Snugg Dogg	
7		CATS & DOGS MCA/REPRISE (MCA ENTERTAINMENT) 5877		Jill Goldblum Anthony Perkins	
8		A KNIGHT'S TALE MCA/REPRISE (MCA) 5878		Heath Ledger	
9		ALONG WITH A SPIRIT PARAMOUNT (MCA) 5879		Morgan Freeman Melissa Potter	
10		THE MUMMY RETURNS SONY PICTURES (SONY) 5880		Brendan Fraser Rachel Weisz	
11		DSMOSH JONES SONY PICTURES (SONY PICTURES HOME ENTERTAINMENT) 5881		Bill Murray	
12		BLOW SONY PICTURES (SONY PICTURES HOME ENTERTAINMENT) 5882		Johnny Depp Penelope Cruz	
13		BINDIGE JONES'S DUARY SONY PICTURES (SONY PICTURES HOME ENTERTAINMENT) 5883		Renee Ziegler	
14		CRAZY/BEAUTIFUL SONY PICTURES (SONY PICTURES HOME ENTERTAINMENT) 5884		Kirsten Dunst Jay Hernandez	
15		FREDDY GOT FINGERED SONY PICTURES		Sam Green	
16		FINAL FANTASY: THE SPIRITS WITHIN SONY PICTURES (SONY) 5885		Ming-Na Alfred E. Baldwin	
17		EXIT WOUNDS SONY PICTURES (SONY) 5886		Steven Seagal	
18		ANGEL EYES SONY PICTURES		Jennifer Lopez	

◆ RIMA gold certification for a minimum of 125,000 units or a dollar volume of \$8 million at retail for theatrically released programs, or of at least 25,000 units and \$1 million at suggested retail for nontheatrical titles. ◆ RIMA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$12 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles. ©2001, Billboard® Communications.

Picture This™

MUSIC & MOVIE BLEND: Los Angeles-based electronic music label Moonshine Music has exclusively revealed to *Billboard* that it will expand into the homevideo market. Jan. 22, 2002, with the launch of Moonshine Movies. Its first two \$19.98-priced releases, *Translucent* and *Spaced Out*, will be part of Moonshine's "Audio Visual Experience" series, which blends electronic music with visual images specifically for a DVD audience.

Moonshine Music CEO Jon Levy says the move seemed a natural leap for the company. "We've been looking at the DVD market and seeing its tremendous growth," he says. "The goal for Moonshine is to be a diversified media company."

Levy worked closely with U.K.-based TV production company Addictive TV, which had put together several TV



LEVY

series using this audio/visual concept. Addictive ultimately acted as the producer of the two Moonshine DVDs, which Levy says appeal to a young demographic that wants to "hang out with their friends after a night out clubbing and watch something interesting" or to "people who just want to lose themselves in thought."

The *Translucent* disc consists of a series of environmental images—from plants and insects to aerial land shots—accompanied by underground electronic, trance, and ambient tracks. *Spaced Out* includes shorter music tracks from *Coldcut* and *Brian Kane* with visual samples of film footage from NASA.

The Koch-distributed series is currently being shopped to such major chains as Tower, Musicland, and Where House. Levy says reaction has been positive across the board. "All the major retailers that buy CDs from Moonshine have all been very interested. The first thing we'll do is target existing Moonshine fans who will recognize our brand. We'll also hit the DVD browser that's already got hit DVDs."

The Movies label, which aims to release 10 titles this year, will also offer such documentary titles as *America Massive*, which covers the electronic music scene and is due out in June 2002, as well as music-oriented, independent film projects.

DIGITAL SYNERGY: Digital home entertainment company Viella has launched its first product, the multimedia ViDVD player. ViDVD, available at the 18-store Columbus, Ohio-based chain Micro Center and at *vialla.com*, plays DVDs, CDs, MP3s, and karaoke discs; connects directly to the Internet; and can display digital photo CDs. It sells for either \$279 or \$299, depending on if the consumer chooses a combo keyboard/remote or a full-sized keyboard and remote.

The Fremont, Calif.-based Viella will also be releasing special DVDs for ViDVD, called ViMagazine discs, in first-quarter 2002. Each ViMagazine disc will contain up to 40 hours of content, ranging from feature films, cartoons, and documentaries to songs and lifestyle programs. Consumers who purchase the player will have the option of receiving a new ViMagazine each month for a handling fee.

Parts of the disc will be accessible for free, but other sections must be purchased. Paid sections may be bought to own or used like a rental, in which case the material will only be available for three days. The ViDVD player is connected to a Viarta server, which will keep track of charges. Viella is currently negotiating with studios and record companies to license content.

Viella president/CEO Didier Pietri says the products are a response to a demand for all things digital. "We looked at the environment and saw that there was clearly a switch from analog to digital on every single level. We wanted to give people a group of products that allowed them to use all of these digital functions in their living room." The company is in advanced talks with retailers to carry ViDVD.

NEW BROADWAY DIVISION: Lorne Michaels' New York City-based Broadway Video Entertainment has formed a new division, Broadway Video Enterprises, to centralize its domestic and international distribution and to acquire new programming. Alexander Drosin, president of the division, says the company is aiming to become a two-tiered home video label with a focus on comedy programming and original children's projects. Another goal is to distribute all Broadway productions in-house when licenses expire.

'Rouge' DVD A Lavish Labor Of Love

BY CARLA HAY

NEW YORK—The lavish production of the film musical *Moulin Rouge* was four years in the making, so it seems fitting that the *Moulin Rouge* special-edition DVD-Video would also be an ambitious effort. The two-disc DVD set on Fox Home Entertainment, due Dec. 18, was created entirely by the film's director.

Moulin Rouge director Baz Luhrmann says, "I'm a great fan of the DVD format. I used to hate the video experience because nothing replaces seeing a movie in a theater. But with DVDs, you have the possibility of going deeper into the making of the film."

The film, which will also be available to rent on VHS Dec. 18 and for sale in the format next year, is the story of the doomed romance between a faded courtisan named Satine (played by Nicole Kidman) and a romantic writer named Christian (played by Ewan McGregor). Although it is supposed to be set in 19th-century Paris, the film's dialogue and musical numbers, which include singing from Kidman and McGregor, are a potpourri of contemporary pop culture and musical hits by American and British acts from the 1970s to the 1990s.

The special-edition DVD, which retails for \$29.98, contains audio commentary tracks from Luhrmann, who was also one of the film's producers; Catherine Martin, Luhrmann's wife and the film's production costume designer; cinematographer Don McAlpine; and Craig Pearce, who co-wrote the *Moulin Rouge* screenplay with Luhrmann. It also includes a Behind the Red Velvet Curtain version of the film (featuring a green fairy character that guides the viewer); numerous behind-the-scenes features, such as the HBO First Look special on *Moulin Rouge*; and multiple extended scenes.

Also featured are the music video and MTV Movie Awards performance of "Lady Marmalade"—the No. 1 cover version of the LaBelle song performed by Christina Aguilera, Lil' Kim, Mya, and Pink—and the video of "Come What May," a duet between Kidman and McGregor. Additional extras include theatrical trailers and still-gallery artwork.

Peter Staddon, Fox Home Entertainment's senior VP of marketing, says the creation of the *Moulin Rouge* DVD was left entirely up to Luhrmann because of the director's specific point of view. "*Moulin Rouge* is a very unusual movie, and it could only have been made by Baz Luhrmann," Staddon says. "He has a unique vision, and we wanted to do something very special for the *Moulin Rouge* DVD because it's a very technically advanced film."

Rodney Jackson, Virgin Megastores' regional inventory supervisor of visu-

al media for the New York City metro area, wishes that more directors took the time to do what Luhrmann did for this DVD. "Because it shows which filmmakers are really passionate about their work. A lot of movies have a special-edition DVD come out after the regular DVD is available, and people don't like having to get both versions. So people will appreciate that the special edition of the *Moulin Rouge* DVD is being released right away. I expect sales for it to do fairly well."

The *Moulin Rouge* soundtrack CD has also been an international smash, going either platinum or multi-platinum in several countries, including the U.S., Australia, Canada, and New Zealand.



LUHRMANN

According to Fox, the film has grossed \$60 million in the U.S. *Moulin Rouge* has been rereleased in select theaters, and Fox plans to implement a marketing campaign for the VHS/DVD release that includes print and TV advertising, as well as special point-

of-purchase materials for retail.

Luhrmann previously helmed 1992's *Strictly Ballroom* and 1996's *Romeo + Juliet*. All of his works have blended themes of music and mythology, with *Moulin Rouge* being no exception. The film is based on the Greek myth of Orpheus, a man who descends into the underworld to bring back his true love.

Luhrmann reveals that this common denominator is no accident in his films. "*Moulin Rouge* is the last of my Red Curtain film trilogy," he says in reference to the films' abilities to create an alternate world that still seems familiar.

Perhaps more than his other films, *Moulin Rouge* was a labor of love for Australian director Luhrmann, the cast, and the crew. Kidman and McGregor gave up their normal fees and rehearsed for several months in order to be a part of the film. Luhrmann's father died the day shooting began, and Kidman broke her ribs twice during the making of *Moulin Rouge*.

The director says, "On a very personal level, this movie tested us mentally, physically, and spiritually. You either grow from an experience, or you're diminished by it. I've grown from the scars of the project, and I feel stronger for it."

The frenetic pace of *Moulin Rouge*, along with the dazzling musical pieces and otherworldly art direction, has garnered a sizable cult following for the film, and numerous industry insiders have predicted that it will receive several Oscar nominations.

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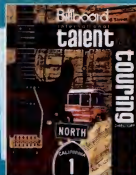
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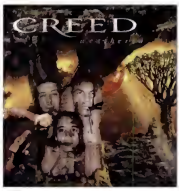
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BEHIND THE CHARTS

A LOOK BEHIND THIS WEEK'S CHART ACTION

Over the Counter.

STANDING IN THE SHADOWS: Even with Thanksgiving week's huge shopping traffic and a beautiful release schedule, album volume trails last year's Thanksgiving frame by 12.5%, widening the gap between this year's album sales and last year's to a 2.3% deficit (see Mar-



ket Watch, page 8). So, despite Creed's career-best week and three other bows inside the top 10, music stores continue to chafe the ghosts of 2000, when six different albums tasted millions-plus weeks. Only one—"N Sync's August release, *Celebrity*—has done so this year, drawing 1.88 million first-week fans.

Since most of this year's big guns have already hit stores, 2001 runs the definite risk of being the first year in almost two decades when album units trail those of the prior year. The closest thing to a down year since SoundScan started counting sales 10 years ago was 1996, when album sales were just 0.5% ahead of 1995's volume. The last year that the Recording Industry Assn. of America reported shipments down from a prior year was 1982.

One of last year's million-unit babies, **Backstreet Boys' *Black & Blue***, arrived during Thanksgiving week with 1.59 million units. Thanksgiving 2000 also yielded more 200,000-plus albums on the big chart than we have now (nine vs. eight) and more in the 100,000-plus club (then, 27; this week, 23). The only measure by which this Thanksgiving beats 2000's is the number of new titles entering the big chart—31—10 more than debuted in the Dec. 9, 2000, issue of *Billboard*.

Nas' *That's What I Call Music* 8 opens with \$49,000, the third-largest week in the series' U.S. history. **Nas' 7** debuted at No. 1 in August with more than \$21,000. **Nas' 5** moved \$68,000 during Christmas week 2000. **Red Rock** dips at No. 7 with 223,000 units, a bigger number than his 1999 Lava/Warner debut saw in all but one of its 95 chart weeks, but down significantly from the \$36,500 that made 2000's archival *The*

History of Rock a No. 1 album.

After Creed, the week's second-best example of career growth belongs to **Pink**, whose sophomore album launches at No. 8 on *The Billboard* 200 with 220,000 units. Her first album, released last year, peaked at No. 26 and sold 144,500 during its fattest week.

CREED'S HIGH-WATER REVIVAL: Aided by the flow of Thanksgiving-week traffic, Creed's new *Weathered* pounds out first-week sales of 887,000, almost tripling the opening sum that placed its last album at No. 1 on *The Billboard* 200. With the second-largest sales week of any 2001 release, this rock band just might escape **Rodney Dangerfield** syndrome, finally earning respect to match its obvious popularity.

Creed emerged as the top mainstream rock act in the 1998 *Billboard* Year in Music spotlight. Yet music critics shrugged even as its debut album, *My Own Prison*, sold more than 2 million copies, making it one of that year's best-selling rock albums. In 1999, *Human Clay* bowed at No. 1 with more than 315,000 copies. But somehow, those power brokers who book music acts for TV shows remained unimpressed.

The tide turned last year, when Creed crossed over to pop radio. "Higher" reached No. 6 on Top 40 Tracks, while subsequent track "With Arms Wide Open" spent three weeks at No. 1. *Clay* returned to the top 10, logging 44 weeks there in all, and scanned 573,000 units—the band's previous sales peak—during Christmas week.

Multi-format success for local track "My Sacrifice" set up the new album's large sum, bulleting at No. 2 on Mainstream Rock Tracks and at No. 30 on Top 40 Tracks after peaking at No. 5 on Modern Rock Tracks. TV's arms are wide open, too, with the band making a pre-release stop on *Saturday Night Live* Nov. 17 and a Thanksgiving Day appearance during half time of the Dallas Cowboys/Denver Broncos telecast on CBS. As often happens in the splash of a big release, Creed's older albums are surging. *Clay's* sales more than double, bulleting 5-3 on Top Pop Catalog Albums; *Prison* gets an 81% gain, displaced one Christmas to No. 11 by the annual invasion of Xmas titles.

BETTER THAN THE REAL THING: In compliance with *Billboard* chart policy, the new U2 video, *Elevation 2001: Live From Boston*, is not eligible to appear on Top Music Videos during the two-week window that it is exclusive to Best Buy *Billboard* No. 24. First-week sales are impressive nonetheless, moving more than 20,000 units in that chain alone. By comparison, the new **Britney Spears** video, available at all stores, bows at No. 1, with opening sales of 15,000.

Albums and music videos cannot appear on *Billboard* charts unless they are generally available to all music retailers.



by Geoff Mayfield

Singles Minded.

NEW HEIGHTS: Nickelback's "How You Remind Me" earns Greatest Gainer/Airplay honors on *The Billboard* Hot 100 for a second time in three weeks, inching up 4-3. "Remind" increases its audience by 16.5 million listeners for a total of 120.5 million, becoming the first rock track—and ninth song overall—to surpass the 120-million listener barrier. The previous rock record-holder was **Santana Featuring Rob Thomas' "Smooth,"** which hit 116 million listeners in the Dec. 4, 1999, issue.

EVERYWHERE YOU LOOK: Ja Rule moves 31-20 on *The Billboard* Hot 100 with "Always on Time," giving him three songs in the top 20. "Time," which features Aaliyah, joins his Jennifer Lopez collaboration "I'm Real," which dips to No. 7, and "Livin' It Up," which climbs 8-6.

Since 1991, when the Hot 100 began using Broadcast Data Systems and SoundScan data, only two other artists have placed three songs



inside the top 20 in the same week. The last time this occurred was in the May 30, 1995, issue, when **Master P** ranked at No. 12 as a featured artist on Montell Jordan's "Let's Ride," at No. 16 with "Make 'Em Say Uh!," and at No. 20 with "Got the Hook Up!" The other artist to achieve the trifecta was **Whitney Houston**, who did it for three weeks in March 1993 with *The Bodyguard* smashes "I Will Always Love You," "I'm Every Woman," and "I Have Nothing."

On the Hot 100 Airplay chart, Ja Rule is one rank away from equalling this feat, as "Livin' " jumps 28-21. If the song breaks into the top 20 next week, he will become the third act to do so on that chart and the first in more than eight years. Houston initially did it with the aforementioned tracks in the Feb. 27 and March 6, 1993, issues, and Janet Jackson was the last to turn the trick in the Sept. 18, 1983, issue with "If... Again," and "That's the Way Love Goes."



by Steve Pietromonte, Minal Patel, Wade Jessen

FROM GEORGIA ON A FAST TRAIN: Although we in the biz tend to overuse the descriptive "instant classic," Alan Jackson is the new poster boy for the phrase, as his "Where Were You (When the World Stopped Turning)" continues to turn heads and hearts. Up 882 detections, Jackson's ballad losses the biggest gain on Hot Country Singles & Tracks, rocketing 12-6 in its third week. His current top 10 invasion is his latest sprit to that part of the chart since "Little Bit" hit No. 9 in the Nov. 9, 1996, issue of *Billboard*.

Comfortably poised to crack the top five next issue, "World" should beat Jackson's prior record for top five ink, as "Little Bit" and 1994's "Summertime Blues" each needed five weeks to get to that level.

BALANCED TEAM: A seasoned veteran and a poised rookie, both of whom have had No. 1 albums recently, enter Hot R&B/Hip-Hop Singles & Tracks' top 10 with second singles from those sets, as **Michael Jackson's "Butterflies"** moves 11-9 and "A Woman's Worth" by **Alicia Keys** advances 13-10.

"Butterflies" charts higher than the first *invisable* single, "You Rock My World," which peaked at No. 13 and is currently at No. 28. Embraced by R&B radio, "Butterflies" is the only upward-bound airplay-only track in that chart's top 10. "Butterflies" is also Jackson's highest-charting R&B single since "You Are Not Alone" spent four weeks at No. 1 during September 1995.

In its ninth chart week, "A Woman's Worth," from Keys' Singles in *A Minor*, also reaches the top 10 on the Hot R&B/Hip-Hop Airplay chart (No. 9). Although a 12-inch of "World" contributes points to its Singles & Tracks rank, it does not garner enough sales to dent R&B/Hip-Hop Singles sales.

SELLING POINTS: Enya's "Only Time" is the highest-debuting song on Hot 100 Singles Sales, coming in at No. 3 with 14,000 units scanned. "Time" joins her seasonal hit "Oleche Chum (Silent Night)" on the chart, as "Chum" climbs 74-49 with a 60% gain (1,000 units). "Chum" actually holds two slots on the chart, as it is also the B-side to the newly released "Time."

RCA Records launched its "Double Play" series of CD singles, combining two hits from their artists on one single. One of these releases—Christina Aguilera's "Genie in a Bottle"—is also on the chart, as it is onto the Hot 100 Singles Sales chart (No. 63). Both tracks topped the sales chart as separate singles in 1999 and 2000, respectively. **Los Bega, Natalie Imbruglia, and Robyn** are in the program, too, marking the first time that Bega's "Mambo No. 5" or Imbruglia's "Torn" have been released as retail singles.

THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	LAST WEEK	WEEKS ON CHART	
1	2	3	4	5	6	7	8	9	10	11	12
1	NEW	1	CREED NUMBER 1/HOT SHOT DEBUT (10/15/01) (10:30:00)	Weathered	1	50	44	PUDDLE OF MUDD ● PUDDLE OF MUDD (10/15/01) (10:30:00)	Come Clean	10	10
2	NEW	1	VARIOUS ARTISTS VARIOUS ARTISTS (10/15/01) (10:30:00)	New 8	2	51	37	AALIYAH ● AALIYAH (10/15/01) (10:30:00)	Aaliyah	1	1
3	1	1	BRITNEY SPEARS BRITNEY SPEARS (10/15/01) (10:30:00)	Britney 1	1	52	40	GREEN DAY GREEN DAY (10/15/01) (10:30:00)	International Superstar!	40	40
4	1	1	GARTH BROOKS GARTH BROOKS (10/15/01) (10:30:00)	Scarsow 1	1	53	74	DESTINY'S CHILD DESTINY'S CHILD (10/15/01) (10:30:00)	PACESETTER 1 ●	1	1
5	15	23	VARIOUS ARTISTS VARIOUS ARTISTS (10/15/01) (10:30:00)	Now That's What I Call Christmas!	5	59	14	FAITH EVANS FAITH EVANS (10/15/01) (10:30:00)	Faithfully	14	14
6	5	5	ENYA ● ENYA (10/15/01) (10:30:00)	A Day Without Rain	2	36	9	DESTINY'S CHILD ● DESTINY'S CHILD (10/15/01) (10:30:00)	Survivor 1	1	1
7	NEW	1	KID ROCK KID ROCK (10/15/01) (10:30:00)	Cocky	7	57	10	GEORGE STRAIT GEORGE STRAIT (10/15/01) (10:30:00)	The Road Less Travelled	57	57
8	NEW	1	PINK PINK (10/15/01) (10:30:00)	Missundeadsoo 8	8	46	28	MARC ANTHONY MARC ANTHONY (10/15/01) (10:30:00)	Libre	57	57
9	6	4	ENRIQUE IGLESIAS ENRIQUE IGLESIAS (10/15/01) (10:30:00)	Escape	2	39	18	LENNY KRAVITZ LENNY KRAVITZ (10/15/01) (10:30:00)	Leamy	12	12
10	11	13	LINKIN PARK ● LINKIN PARK (10/15/01) (10:30:00)	Hybrid Theory	7	60	53	UGK UGK (10/15/01) (10:30:00)	Dirty Money	18	18
11	4	3	MICHAEL JACKSON MICHAEL JACKSON (10/15/01) (10:30:00)	Invincible	1	61	45	NELLY FURTADO ● NELLY FURTADO (10/15/01) (10:30:00)	Whoa, Nelly!	24	24
12	10	8	NICKELBACK ● NICKELBACK (10/15/01) (10:30:00)	Silver Side Up	2	68	55	AARON CARTER AARON CARTER (10/15/01) (10:30:00)	Ol' Aaron	7	7
13	7	1	MADONNA MADONNA (10/15/01) (10:30:00)	GHV2: Greatest Hits Volume 2	7	45	58	SOUNDTRACK ● SOUNDTRACK (10/15/01) (10:30:00)	Henry Potter And The Sorcerer's Stone	48	48
14	12	14	USHER ● USHER (10/15/01) (10:30:00)	8701	4	56	46	ALIEN ANT FARM ● ALIEN ANT FARM (10/15/01) (10:30:00)	Anthology	11	11
15	17	21	MANNNHEIM STEAMROLLER MANNNHEIM STEAMROLLER (10/15/01) (10:30:00)	Christmas Everywhere	15	65	47	CHARLOTTE CHURCH ● CHARLOTTE CHURCH (10/15/01) (10:30:00)	Enchantment	15	15
16	3	1	SHAKIRA SHAKIRA (10/15/01) (10:30:00)	Laundry Service	3	66	52	PAUL MCCARTNEY PAUL MCCARTNEY (10/15/01) (10:30:00)	Erasing Role	26	26
17	10	17	JA RULE ● JA RULE (10/15/01) (10:30:00)	Pain Is Love	1	67	59	ANGIE STONE ANGIE STONE (10/15/01) (10:30:00)	Melting Snow	22	22
18	12	9	PINK FLOYD PINK FLOYD (10/15/01) (10:30:00)	Echoes — The Best Of Pink Floyd	2	68	58	VARIOUS ARTISTS VARIOUS ARTISTS (10/15/01) (10:30:00)	Wow Hits 2002: The Year's 30 Top Greatest Artists And Hits	52	52
19	7	1	BACKSTREET BOYS BACKSTREET BOYS (10/15/01) (10:30:00)	The Hits — Chapter One	4	69	50	BARREKAND LADIES BARREKAND LADIES (10/15/01) (10:30:00)	Disc One: All Their Greatest Hits (1991-2001)	38	38
20	9	1	JEWEL JEWEL (10/15/01) (10:30:00)	This Way	9	70	41	NATALIE MERCHANT NATALIE MERCHANT (10/15/01) (10:30:00)	Monterland	30	30
21	22	9	VARIOUS ARTISTS ● VARIOUS ARTISTS (10/15/01) (10:30:00)	Totally Hits 2001	3	71	38	SOUNDTRACK ● SOUNDTRACK (10/15/01) (10:30:00)	The Wash	19	19
22	33	27	ALICIA KEYS ● ALICIA KEYS (10/15/01) (10:30:00)	Celebrity	1	72	28	TOO SHORT TOO SHORT (10/15/01) (10:30:00)	Chase The Cat	71	71
23	16	8	DMX DMX (10/15/01) (10:30:00)	Songs In A Minor	1	73	28	SEVENDUST SEVENDUST (10/15/01) (10:30:00)	Antisocial	28	28
24	10	3	DMX DMX (10/15/01) (10:30:00)	The Great Depression	1	74	41	MARTINA MCBRIDE ● MARTINA MCBRIDE (10/15/01) (10:30:00)	Greatest Hits	5	5
25	21	6	SOUNDTRACK ● SOUNDTRACK (10/15/01) (10:30:00)	O Brother, Where Art Thou?	11	75	49	OZZY OSBOURNE ● OZZY OSBOURNE (10/15/01) (10:30:00)	Down To Earth	4	4
26	23	17	INCUBUS ● INCUBUS (10/15/01) (10:30:00)	Morning View	2	76	70	DIANA KRALL DIANA KRALL (10/15/01) (10:30:00)	The Look Of	9	9
27	30	16	TOBY KEITH ● TOBY KEITH (10/15/01) (10:30:00)	Pull My Chain	9	77	67	DREAM STREET ● DREAM STREET (10/15/01) (10:30:00)	Ocean Street	37	37
28	25	38	BABRA STIGLOND BABRA STIGLOND (10/15/01) (10:30:00)	Christmas Memories	25	78	100	U2 ● U2 (10/15/01) (10:30:00)	All That You Can't Leave Behind	3	3
29	NEW	1	TIMBALAND & MAGOO TIMBALAND & MAGOO (10/15/01) (10:30:00)	Indecent Proposal	29	82	98	SARAH BRIGHTMAN SARAH BRIGHTMAN (10/15/01) (10:30:00)	Classics	78	78
30	8	1	ROB ZOMBIE ROB ZOMBIE (10/15/01) (10:30:00)	Sinister Urge	6	81	98	SUM 41 ● SUM 41 (10/15/01) (10:30:00)	All Killer No Filler	13	13
31	NEW	1	THE SMASHING PUMPKINS THE SMASHING PUMPKINS (10/15/01) (10:30:00)	(Rotten Apples) Greatest Hits	31	88	54	JANET ● JANET (10/15/01) (10:30:00)	Janet	1	1
32	36	34	MARY J. BLIGE ● MARY J. BLIGE (10/15/01) (10:30:00)	No More Drama	2	58	33	REBA MCENTIRE REBA MCENTIRE (10/15/01) (10:30:00)	Greatest Hits Volume III — I'm A Survivor	18	18
33	38	32	VARIOUS ARTISTS ● VARIOUS ARTISTS (10/15/01) (10:30:00)	Now 7	1	81	57	JERMAINE DUPRI JERMAINE DUPRI (10/15/01) (10:30:00)	Instructions	15	15
34	NEW	1	GHOSTFACE KILLAH GHOSTFACE KILLAH (10/15/01) (10:30:00)	Bulletproof Wallets	34	72	50	DISTURBED ● DISTURBED (10/15/01) (10:30:00)	The Sickness	29	29
35	26	31	P.O.D. ● P.O.D. (10/15/01) (10:30:00)	Satellite	6	83	56	TONY BENNETT TONY BENNETT (10/15/01) (10:30:00)	Playin' With My Friends: Bennett Sings The Blues	50	50
36	43	35	ANDREA BOCELLI ANDREA BOCELLI (10/15/01) (10:30:00)	Cielo Di Tessene	1	84	31	MAXWELL ● MAXWELL (10/15/01) (10:30:00)	Now	1	1
37	14	15	VARIOUS ARTISTS ● VARIOUS ARTISTS (10/15/01) (10:30:00)	Cod Basso America	1	87	43	THIRD DAY THIRD DAY (10/15/01) (10:30:00)	Come Together	31	31
38	NEW	1	JILL SCOTT JILL SCOTT (10/15/01) (10:30:00)	Experiences: Jill Scott 828+	38	87	68	DAVE MATTHEWS BAND DAVE MATTHEWS BAND (10/15/01) (10:30:00)	Live In Chicago 12.19.98	6	6
39	NEW	1	MICK JAGGER MICK JAGGER (10/15/01) (10:30:00)	Goldens Is The Downway	39	89	76	TIM MCGRAW ● TIM MCGRAW (10/15/01) (10:30:00)	Set This Circus Down	2	2
40	NEW	1	STING STING (10/15/01) (10:30:00)	... All This Time	40	75	61	TRAIN ● TRAIN (10/15/01) (10:30:00)	Dregs Of Jupiter	6	6
41	42	39	STAND ● STAND (10/15/01) (10:30:00)	Break The Cycle	1	91	120	GINUNWUE ● GINUNWUE (10/15/01) (10:30:00)	The Life	3	3
42	NEW	1	DUNGEON FAMILY DUNGEON FAMILY (10/15/01) (10:30:00)	Even In Darkness	42	95	87	O-TOWN ● O-TOWN (10/15/01) (10:30:00)	O-Town 5	5	5
43	47	36	SOUNDTRACK ● SOUNDTRACK (10/15/01) (10:30:00)	Shrek	26	93	104	CRAIG DAVID ● CRAIG DAVID (10/15/01) (10:30:00)	Born To Be It	11	11
44	29	35	SYSTEM OF A DOWN ● SYSTEM OF A DOWN (10/15/01) (10:30:00)	Toxicity	1	94	76	VARIOUS ARTISTS VARIOUS ARTISTS (10/15/01) (10:30:00)	The Time Life Treasury Of Christmas	93	93
45	42	46	JENNIFER LOPEZ ● JENNIFER LOPEZ (10/15/01) (10:30:00)	J.La	1	96	84	FABOLOUS ● FABOLOUS (10/15/01) (10:30:00)	Ghetto Fabulous	4	4
46	31	24	JAY-Z ● JAY-Z (10/15/01) (10:30:00)	The Blackprint	1	98	99	GORELAZ ● GORELAZ (10/15/01) (10:30:00)	Gorelitz	14	14
47	NEW	1	RBALL RBALL (10/15/01) (10:30:00)	Almost Famous	47	99	100	BOYZ II MEN BOYZ II MEN (10/15/01) (10:30:00)	Legacy: The Greatest Hits Collection	89	89
48	43	37	PETTY PABLO PETTY PABLO (10/15/01) (10:30:00)	Diary Of A Sinner: 1st Entry	13	95	100	CLINT BLACK CLINT BLACK (10/15/01) (10:30:00)	Greatest Hits II	97	97
49	NEW	1	REE GEES REE GEES (10/15/01) (10:30:00)	Their Greatest Hits—The Record	49	99	100	SOUNDTRACK ● SOUNDTRACK (10/15/01) (10:30:00)	Copies Only	10	10
50	NEW	1	VARIOUS ARTISTS VARIOUS ARTISTS (10/15/01) (10:30:00)	Now That's What I Call Christmas!	5	59	14	VARIOUS ARTISTS VARIOUS ARTISTS (10/15/01) (10:30:00)	Let Of The Rings: The Fellowship Of The Ring	99	99

THIS WEEK	LAST WEEK	2 WEEKS AGO	ARTIST	IMPINT & NUMBER/DISTRIBUTING LABEL	Title	PEAK POSITION	THIS WEEK	LAST WEEK	2 WEEKS AGO	ARTIST	IMPINT & NUMBER/DISTRIBUTING LABEL	Title	PEAK POSITION	
90	81	73	MICHAEL W. SMITH	REUNION RECORDS (11) 90171-90	Worship	20	191	124	94	BOB DYLAN	REUNION RECORDS (11) 90171-90	Love And Theft	5	
91	97	90	MICHELLE BRANCH	MONROVIA RECORDS (11) 90171-90	The Spirit Room	64	132	116	28	MISSY "MISDEMEANOR" ELLIOTT	REUNION RECORDS (11) 90171-90	Miss E...So Adictive	2	
100	118	143	JACI VELASQUEZ	WORLD WIDE MUSIC (11) 90171-90	Christmas	102	153	140	117	LUTHER VANDROSS	REUNION RECORDS (11) 90171-90	Luther Vandross	6	
105	89	82	JAGGED EDGE	2010 RECORDS (11) 90171-90	Jagged Like Thrill	3	154	179	91	BUSH	REUNION RECORDS (11) 90171-90	Golden State	22	
106	80	80	KEKE WYATT	WORLD WIDE MUSIC (11) 90171-90	Soul Sister	60	138	84	45	ALL STAR TRIBUTE	REUNION RECORDS (11) 90171-90	What's Going On (EP)	18	
105	83	63	VARIOUS ARTISTS	AUTOTIME RECORDS (11) 90171-90	Songs 4 Worship—Shout To The Lord	51	150	160	—	TONI BRAXTON	REUNION RECORDS (11) 90171-90	Seventeen	150	
106	90	79	G.D.P.	REUNION RECORDS (11) 90171-90	Child Of The Album	105	157	180	—	GARTH BROOKS	REUNION RECORDS (11) 90171-90	The Magic Of Christmas—Songs From Cell Me Chas	157	
107	99	99	STEVEN CURTIS CHAPMAN	SHREVEPORT RECORDS (11) 90171-90	Declaration	14	161	108	81	SOUNDTRACK	PROJECT RECORDS (11) 90171-90	Training Day	35	
109	90	90	PRINCE	NEW LINE MUSIC (11) 90171-90	The Newborn Children	109	160	120	—	TONY BENNETT/CHARLOTTE CHURCH/PLACIDO DOMINGO/ANESSA WILLIAMS	REUNION RECORDS (11) 90171-90	Our Favorite Things	126	
110	117	126	BLINK-182	WEA (11) 90171-90	Take Off Your Pants And Jacket	1	161	147	134	DIXIE CHICKS	REUNION RECORDS (11) 90171-90	Fly	1	
111	90	90	ZOEJIL	SHREVEPORT RECORDS (11) 90171-90	Life	111	162	130	97	SARA EVANS	REUNION RECORDS (11) 90171-90	Born To Fly	55	
112	73	51	BURBA SPARXAK	REUNION RECORDS (11) 90171-90	Dark Days, Bright Nights	3	163	58	—	THE CURE	REUNION RECORDS (11) 90171-90	Greatest Hits	58	
113	44	—	RADIOHEAD	PARLOPHONE (11) 90171-90	I Might Be Wrong: Live Recordings	44	164	157	139	DAVE MATTHEWS BAND	REUNION RECORDS (11) 90171-90	Everyday	1	
114	94	72	FIVE FOR FIGHTING	2010 RECORDS (11) 90171-90	America Tovee	54	165	145	131	DAVID BALL	REUNION RECORDS (11) 90171-90	Amigo	120	
115	90	90	LUIS MIGUEL	REUNION RECORDS (11) 90171-90	Mis Remances	115	166	121	88	AFROCAN	REUNION RECORDS (11) 90171-90	The Good Times	10	
116	57	—	KITTIE	ARTISTOWN RECORDS (11) 90171-90	Orchestra	57	167	149	132	WEEZER	REUNION RECORDS (11) 90171-90	Woezer	4	
117	78	65	DILATED PEOPLES	SHREVEPORT RECORDS (11) 90171-90	Explosion Train	30	168	125	104	JUVENILE	REUNION RECORDS (11) 90171-90	Project English	2	
118	69	—	ROD STEWART	SHREVEPORT RECORDS (11) 90171-90	The Very Best Of Rod Stewart	69	169	180	—	AUDIO ADRENALINE	REUNION RECORDS (11) 90171-90	Lit	169	
119	91	91	NELLY	2010 RECORDS (11) 90171-90	Country Grammar	1	170	162	105	BRITNEY SPEARS	REUNION RECORDS (11) 90171-90	Oops!...I Did It Again	1	
120	91	86	THE ISLEY BROTHERS FEATURING RONALD ISLEY AKA MR. BIGGS	▲	External	3	171	164	78	MACY GRAY	REUNION RECORDS (11) 90171-90	The Id	11	
121	123	107	KIDZ BOP KIDS	SHREVEPORT RECORDS (11) 90171-90	Kidz Bop	76	172	127	153	VARIOUS ARTISTS	REUNION RECORDS (11) 90171-90	Songs 4 Worship Christmas	127	
122	85	—	MICHAEL JACKSON	EPIC (11) 90171-90	Greatest Hits: HIStory—Volume 1	85	174	150	—	BARRY MANLOW	REUNION RECORDS (11) 90171-90	Hes At The Mayflower	90	
123	88	58	ENIGMA	SHREVEPORT RECORDS (11) 90171-90	LSD: Love Sensually Devotion—The Greatest Hits	29	175	155	165	VARIOUS ARTISTS	REUNION RECORDS (11) 90171-90	A Very Special Christmas 5	150	
124	112	82	LOWESTAR	REUNION RECORDS (11) 90171-90	I'm Always Here	9	176	154	112	SHAGGY	REUNION RECORDS (11) 90171-90	Hotshot	1	
125	115	66	JOHN MELLENCAMP	REUNION RECORDS (11) 90171-90	Cuttin' Heads	15	177	151	124	MARILYN CAREY	REUNION RECORDS (11) 90171-90	Glimmer (Soundtrack)	7	
126	115	92	KENNY CHESNEY	▲	Greatest Hits	13	178	150	—	LEE ANN WOMACK	REUNION RECORDS (11) 90171-90	I Hope You Dance	16	
127	101	71	KID ROCK	REUNION RECORDS (11) 90171-90	The Box Set	128	179	150	—	STEVE RAY VAUGHAN AND DOUBLE TROUBLE	REUNION RECORDS (11) 90171-90	Live At Montreux 1982 & 1985	178	
128	101	71	BARON MCKINIGHT	REUNION RECORDS (11) 90171-90	Supervisors	7	180	194	—	N' SYNC	REUNION RECORDS (11) 90171-90	No Strings Attached	1	
129	101	71	JENNIFER KNAPP	SHREVEPORT RECORDS (11) 90171-90	The Way I Am	130	181	170	156	NEWSONG	REUNION RECORDS (11) 90171-90	The Christmas Shoes	180	
130	148	154	AARON CARTER	▲	Aaron's Party (Come Get It)	4	182	150	122	UNCLE KRACKER	REUNION RECORDS (11) 90171-90	Double Wide	7	
131	131	114	TIM MCGRAW	▲	Greatest Hits	4	183	144	151	112	VARIOUS ARTISTS	REUNION RECORDS (11) 90171-90	Penn II	2
132	120	96	BROOKS & DUNN	REUNION RECORDS (11) 90171-90	Steers & Stripes	4	184	152	142	VARIOUS ARTISTS	REUNION RECORDS (11) 90171-90	Pulse	43	
134	102	85	ANNE MURRAY	SHREVEPORT RECORDS (11) 90171-90	What A Wonderful Christmas	102	185	140	140	LIL' ROMEO	REUNION RECORDS (11) 90171-90	Lil' Romeo	6	
135	102	85	HOOGASTANK	SHREVEPORT RECORDS (11) 90171-90	Nonastank	135	186	153	120	TRICK DADDY	REUNION RECORDS (11) 90171-90	Thugs An Us	4	
136	99	95	COLDPLAY	REUNION RECORDS (11) 90171-90	Parachutes	51	187	150	118	SLIPKNOT	REUNION RECORDS (11) 90171-90	Awesemo	3	
137	98	69	SNOOP DOGGY DOGG	REUNION RECORDS (11) 90171-90	Sho' Nuff's Snappy Doggy Dogg Greatest Hits	20	188	153	136	DROWNIN' POOL	REUNION RECORDS (11) 90171-90	Sinner	16	
138	147	144	VARIOUS ARTISTS	▲	Now 5	1	189	171	166	12	SOUNDTRACK	REUNION RECORDS (11) 90171-90	A Knight's Tale	42
139	103	84	THE STROKES	REUNION RECORDS (11) 90171-90	Is This It?	72	190	144	100	THE HIT CREW	REUNION RECORDS (11) 90171-90	Proud To Be American	50	
140	90	90	THE TEMPTATIONS	SHREVEPORT RECORDS (11) 90171-90	Awesemo	140	191	180	—	AEROSMITH	REUNION RECORDS (11) 90171-90	Young Lust: The Aerosmith Anthology	191	
141	143	21	CITY HIGH	REUNION RECORDS (11) 90171-90	City High	34	192	161	180	THE CALLING	REUNION RECORDS (11) 90171-90	Cambium Pathways	158	
142	93	93	BILLY JOEL	REUNION RECORDS (11) 90171-90	The Essential Billy Joel	29	193	160	113	BARFAC	REUNION RECORDS (11) 90171-90	Face2Face	25	
143	134	109	LIMP BIZKIT	▲	Chocolate Starfish And The Hot Dog Flavored Water	1	194	130	105	TENACIOUS D	REUNION RECORDS (11) 90171-90	Tenacious D	33	
144	127	127	LIFEHOUSE	▲	No Name Face	6	195	138	102	GARAGE	REUNION RECORDS (11) 90171-90	Beautiful Garage	13	
145	111	77	ELTON JOHN	REUNION RECORDS (11) 90171-90	Songs From The West Coast	15	196	132	108	VARIOUS ARTISTS	REUNION RECORDS (11) 90171-90	FD Entertainment Presents: The Goodlife Album	52	
146	141	138	THE BEATLES	▲	Greatest Hits	1	197	197	—	VARIOUS ARTISTS	REUNION RECORDS (11) 90171-90	El Ultimo Adios/The Last Goodbye (EP)	197	
147	100	100	GERALD LEVERT	REUNION RECORDS (11) 90171-90	Gerald's World	4	198	175	170	DONNIE MCCLURKIN	REUNION RECORDS (11) 90171-90	Live In London And More...	69	
148	128	103	ALAN JACKSON	REUNION RECORDS (11) 90171-90	When Somebody Loves You	15	199	142	140	BONEY JAMES	REUNION RECORDS (11) 90171-90	Ride	42	
149	79	53	ERICK SERMON	REUNION RECORDS (11) 90171-90	[Music]	3	200	197	181	VARIOUS ARTISTS	REUNION RECORDS (11) 90171-90	Radio Disney Jams: Vol. 4	169	
150	133	111	LENNY KRAVITZ	▲	Greatest Hits	2								

▲ Album with the greatest sales this week. ● Recording Industry Ass'n of America (RIAA) certification for shipment of 100,000 album units (100,000 copies of the album plus 100,000 copies of the album's multi-track version). For download sales, the RIAA certifies shipments of 100,000 album units. Certification for net shipment of 100,000 units (100,000 copies of the album plus 100,000 copies of the album's multi-track version). Certification for net shipment of 100,000 units (100,000 copies of the album plus 100,000 copies of the album's multi-track version). Certification for net shipment of 100,000 units (100,000 copies of the album plus 100,000 copies of the album's multi-track version). Certification for net shipment of 100,000 units (100,000 copies of the album plus 100,000 copies of the album's multi-track version). Certification for net shipment of 100,000 units (100,000 copies of the album plus 100,000 copies of the album's multi-track version). 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● Albums with the greatest sales since this week. * Recording Industry Assn. Of America (RIAA) certification for shipment of 500,000 albums units (Gold). ** RIAA certification for shipment of 1 million units (Platinum). *** RIAA certification for shipment of 2 million units (Diamond). RIAA certification for shipment of 3 million units (Triple Platinum). RIAA certification for shipment of 4 million units (Quadruple Platinum). RIAA certification for shipment of 5 million units (Pentaplatinum). RIAA certification for shipment of 6 million units (Hexaplatinum). RIAA certification for shipment of 7 million units (Septaplatinum). RIAA certification for shipment of 8 million units (Octaplatinum). RIAA certification for shipment of 9 million units (Nonaplatinum). RIAA certification for shipment of 10 million units (Decaplatinum). RIAA certification for shipment of 11 million units (Undecaplatinum). RIAA certification for shipment of 12 million units (Duodecaplatinum). 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-W-

The Walkers: RE 1, 19
John Walker: AC 29
Neil Walker: AC 29
Azeleah Walker: GA 40
George Washington: JC 22
Crystal Waters: JC 25A 15
Russell Waters: JC 25
Weezer: B 200 167 MD 35
Wendell: B 200 167 MD 35
Whitney: B 200 167 MD 35; RP 33; RS 21
Barry White: RB 1
Peter White: (C) 25
Whitney: B 200 167 MD 35
Heck Williams: GA 24
CJ Williams: GA 24
Drew Williams: GA 24
Dustin Williams: GA 24
Mick Willis: CA 67; CS 26
Vanessa Williams: B 200 160 (C) 41; H 24
Willie: B 200 167 MD 35
Cia Winters: (C) 25; GA 2
George Winston: HA 1
The Wintros: B 200 167 MD 35
Wind Y: L 24
Lee Ann Womack: B 200 173; H 20; AC 14
Wong: B 200 167 MD 35; RS 24
Darryl Worley: CS 5
Chris Wright: B 200 167 MD 35
Katie Wyatt: HS 55; RS 14; AC 40; RS 15

-X-

The X-Ecutioners: RS 69
X-Factors: DC 3

-Y-

Yanni: HA 8, 10
Yelba: HA 8, 10
Pete Yung: HS 10; MD 35
Young Phantom: RS 10

-Z-

Zelig: B 200 111; CC 39; H 25
Rob Zimm: B 200 160; MD 20; RS 12

-SOUNDTRACKS-

Amelie: B 200 167 MD 35
Bones: RS 69; HA 17; RS 22
Cinderella: RS 69; D 25; RS 21
Bridge Over Troubled Water: GA 37; RS 24
The Godfather: B 200 167 MD 35
From The Mountaintop: CA 30; RS 25
In Secret: How The Grind Scale Came To Be: B 200 167 MD 35
The Fast And The Furious: D 25; RS 24
Grease: RS 23
Hansel And Gretel: RS 24
Harry Potter And The Sorcerer's Stone: 67; H 27; RS 21
The Hit: B 200 167 MD 35
King Of The Psycast: B 200 167 MD 35
Jungle: (C) 25
A Kid's Tale: RS 69; RS 25
Lara Croft: Tomb Raider: EA 16
Lord Of The Rings: The Fellowship Of The Rings: RS 69; RS 24
Moulin Rouge: RS 24
O Brother, Where Art Thou?: B 200 167 MD 35
The Piano: RS 69; RS 24
On The Lines: RS 24
The Princess Bride: RS 23
Remember The Titans: ST 12
Save The Last Dance: ST 12
Shrek: B 200 167 MD 35
Speedy Gonzales: B 200 167 MD 35
The Hitchhiker's Guide To Earth: RS 69
Saw: RS 69
Saw II: RS 69
Saw III: RS 69
Saw IV: RS 69
Saw V: RS 69
Saw VI: RS 69
Saw VII: RS 69
Saw VIII: RS 69
Saw IX: RS 69
Saw X: RS 69
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DECEMBER 8, 2001 **Billboard**[illegible]

16	IT'S BEEN A WHILE SINCE I WROTE THIS
EVERYWHERE	

17	17	NICHOLLS BROWNE	unintentional
18	18	HANDING BY A MOMENT	unintentional
19	19	I'M A SLAVE 4 U	unintentional
20	20	BE LOSE THAT	unintentional
21	21	I DROVE DOWN	unintentional
22	22	HEP 20 IN STYLE (DOPPEL)	unintentional
23	23	THEY WERE HERE	unintentional
24	24	WELL	unintentional
25	25	PROPER CAPITAL	unintentional
26	26	UNWIND	unintentional
27	27	UNWIND	unintentional
28	28	FALL ME IN	unintentional
29	29	STANDING STILL	unintentional
30	30	JUST FIVE	unintentional
31	31	JUST FIVE	unintentional
32	32	JUST FIVE	unintentional
33	33	JUST FIVE	unintentional
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68	68	JUST FIVE	unintentional
69	69	JUST FIVE	unintentional
70	70	JUST FIVE	unintentional
71	71	JUST FIVE	unintentional
72	72	JUST FIVE	unintentional
73	73	JUST FIVE	unintentional
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75	75	JUST FIVE	unintentional
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87	87	JUST FIVE	unintentional
88	88	JUST FIVE	unintentional
89	89	JUST FIVE	unintentional
90	90	JUST FIVE	unintentional
91	91	JUST FIVE	unintentional
92	92	JUST FIVE	unintentional
93	93	JUST FIVE	unintentional
94	94	JUST FIVE	unintentional
95	95	JUST FIVE	unintentional
96	96	JUST FIVE	unintentional
97	97	JUST FIVE	unintentional
98	98	JUST FIVE	unintentional
99	99	JUST FIVE	unintentional
100	100	JUST FIVE	unintentional



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DECEMBER 8 2001 **Billboard**® **HOT 100 AIRPLAY**™

LAST WEEK	THIS WEEK	LAST WEEK	THIS WEEK	LAST WEEK	THIS WEEK
1	2	3	4	5	6
1	1	1	1	1	1
2	2	2	2	2	2
3	3	3	3	3	3
4	4	4	4	4	4
5	5	5	5	5	5
6	6	6	6	6	6
7	7	7	7	7	7
8	8	8	8	8	8
9	9	9	9	9	9
10	10	10	10	10	10
11	11	11	11	11	11
12	12	12	12	12	12
13	13	13	13	13	13
14	14	14	14	14	14
15	15	15	15	15	15
16	16	16	16	16	16
17	17	17	17	17	17
18	18	18	18	18	18
19	19	19	19	19	19
20	20	20	20	20	20
21	21	21	21	21	21
22	22	22	22	22	22
23	23	23	23	23	23
24	24	24	24	24	24
25	25	25	25	25	25
26	26	26	26	26	26
27	27	27	27	27	27
28	28	28	28	28	28
29	29	29	29	29	29
30	30	30	30	30	30
31	31	31	31	31	31
32	32	32	32	32	32
33	33	33	33	33	33
34	34	34	34	34	34
35	35	35	35	35	35
36	36	36	36	36	36
37	37	37	37	37	37
38	38	38	38	38	38
39	39	39	39	39	39
40	40	40	40	40	40
41	41	41	41	41	41
42	42	42	42	42	42
43	43	43	43	43	43
44	44	44	44	44	44
45	45	45	45	45	45
46	46	46	46	46	46
47	47	47	47	47	47
48	48	48	48	48	48
49	49	49	49	49	49
50	50	50	50	50	50

* Records with the greatest impressive increase. © 2001, Billboard/BI Communications and SoundScan, Inc. Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio-Track service. #76 stands in for Top 40. Pop, R&B/Hip-Hop, Country, Latin, Rock and other popular formats are electronically monitored 24 hours a day, 7 days a week. Songs listed by gross impressions, computed as cross-reference against types of airplay with Airplay Index data. This data is used to compile the Hot 100.

DECEMBER 8 2001 **Billboard** **HOT 100 SINGLES SALES**

LAST WEEK	THIS WEEK	TITLE	ARTIST (ALBUM/PROMOTION LABEL)	LAST WEEK	THIS WEEK	TITLE	ARTIST (ALBUM/PROMOTION LABEL)	LAST WEEK	THIS WEEK	TITLE	ARTIST (ALBUM/PROMOTION LABEL)
1	1	Goosebumps	THE NOTORIOUS B.I.G. (A&M)	25	62	Hi, My Love (Single)	DEPPA (A&M)	1	40	Jump In The Air	THE NOTORIOUS B.I.G. (A&M)
2	2	The Star Spangled Banner	THE NOTORIOUS B.I.G. (A&M)	26	63	Call Me Closer	DEPPA (A&M)	2	50	Buster	THE NOTORIOUS B.I.G. (A&M)
3	3	Do You Want Me	THE NOTORIOUS B.I.G. (A&M)	28	28	Don't Mess With The Radio	WALA (A&M)	3	49	Pe' Party	THE NOTORIOUS B.I.G. (A&M)
4	4	Am I To Blame	THE NOTORIOUS B.I.G. (A&M)	29	44	Us Against The World	THE NOTORIOUS B.I.G. (A&M)	4	53	We Thuggin'	THE NOTORIOUS B.I.G. (A&M)
5	5	The Star Spangled Banner	THE NOTORIOUS B.I.G. (A&M)	30	37	Always Be True	THE NOTORIOUS B.I.G. (A&M)	5	48	Used To Love	THE NOTORIOUS B.I.G. (A&M)
6	6	Family Affair	THE NOTORIOUS B.I.G. (A&M)	31	34	Lennyway	THE NOTORIOUS B.I.G. (A&M)	6	56	Burns	THE NOTORIOUS B.I.G. (A&M)
7	7	America The Beautiful	THE NOTORIOUS B.I.G. (A&M)	32	31	All D Nothing	THE NOTORIOUS B.I.G. (A&M)	7	57	Fit Me In	THE NOTORIOUS B.I.G. (A&M)
8	8	Put Your Hands Around Me	THE NOTORIOUS B.I.G. (A&M)	33	33	Eye Eye Baby	THE NOTORIOUS B.I.G. (A&M)	8	51	Even Better	THE NOTORIOUS B.I.G. (A&M)
9	9	Can't Fight The Moonlight	THE NOTORIOUS B.I.G. (A&M)	34	32	Purple Hills	THE NOTORIOUS B.I.G. (A&M)	9	57	Thank Big	THE NOTORIOUS B.I.G. (A&M)
10	10	Denise We Moan (Where Ya Ta Act)	THE NOTORIOUS B.I.G. (A&M)	35	29	Ground Zero On The Beats You'll Remain	THE NOTORIOUS B.I.G. (A&M)	10	39	It's Your Girl	THE NOTORIOUS B.I.G. (A&M)
11	11	Everything U R	THE NOTORIOUS B.I.G. (A&M)	36	31	Finest	THE NOTORIOUS B.I.G. (A&M)	11	72	To This Music	THE NOTORIOUS B.I.G. (A&M)
12	12	America Will Always Stand	THE NOTORIOUS B.I.G. (A&M)	37	24	I Say Yeah	THE NOTORIOUS B.I.G. (A&M)	12	68	Don't Need Me In (Tell Me I'm Free)	THE NOTORIOUS B.I.G. (A&M)
13	13	Where The Party At	THE NOTORIOUS B.I.G. (A&M)	38	27	Enjoy Yourself	THE NOTORIOUS B.I.G. (A&M)	13	63	Gets In A Bitch Come On Down Baby	THE NOTORIOUS B.I.G. (A&M)
14	14	Go Me	THE NOTORIOUS B.I.G. (A&M)	39	58	Special Delivery	THE NOTORIOUS B.I.G. (A&M)	14	60	Nothing's Wrong	THE NOTORIOUS B.I.G. (A&M)
15	15	Oo Weeena Roll (Delitine Theme)	THE NOTORIOUS B.I.G. (A&M)	40	58	Julliet	THE NOTORIOUS B.I.G. (A&M)	15	51	Young's (Halle Berry)	THE NOTORIOUS B.I.G. (A&M)
16	16	I Do!	THE NOTORIOUS B.I.G. (A&M)	41	38	Yes	THE NOTORIOUS B.I.G. (A&M)	16	67	Fatty Girl	THE NOTORIOUS B.I.G. (A&M)
17	17	Freedom	THE NOTORIOUS B.I.G. (A&M)	42	38	As I Came Back	THE NOTORIOUS B.I.G. (A&M)	17	43	Break Ya Neck	THE NOTORIOUS B.I.G. (A&M)
18	18	Goosebumps	THE NOTORIOUS B.I.G. (A&M)	43	42	Scorpio Rising	THE NOTORIOUS B.I.G. (A&M)	18	75	My House	THE NOTORIOUS B.I.G. (A&M)
19	19	Goosebumps	THE NOTORIOUS B.I.G. (A&M)	44	36	We Are Family	THE NOTORIOUS B.I.G. (A&M)	19	67	Likes, Contests, Accies!	THE NOTORIOUS B.I.G. (A&M)
20	20	Lifetime	THE NOTORIOUS B.I.G. (A&M)	45	26	Any Nobody (We Got It Locked!)	THE NOTORIOUS B.I.G. (A&M)	20	59	Tan You	THE NOTORIOUS B.I.G. (A&M)
21	21	R I The Weekend	THE NOTORIOUS B.I.G. (A&M)	46	46	Because I Got High	THE NOTORIOUS B.I.G. (A&M)	21	73	I Won't Be Home For Christmas	THE NOTORIOUS B.I.G. (A&M)
22	22	Raise Up	THE NOTORIOUS B.I.G. (A&M)	47	47	I'm Wakin' Up To Us	THE NOTORIOUS B.I.G. (A&M)	22	57	Go Home	THE NOTORIOUS B.I.G. (A&M)
23	23	Goosebumps	THE NOTORIOUS B.I.G. (A&M)	48	35	Cherish	THE NOTORIOUS B.I.G. (A&M)	23	63	Never Had A Dream Come True	THE NOTORIOUS B.I.G. (A&M)
24	24	This Is Me	THE NOTORIOUS B.I.G. (A&M)	49	74	Deleah Chase (Silent Night)	THE NOTORIOUS B.I.G. (A&M)	24	75	Play Play Play (Playing The Game Right)	THE NOTORIOUS B.I.G. (A&M)
25	25	Mybe	THE NOTORIOUS B.I.G. (A&M)	50	55	Trust Your Love	THE NOTORIOUS B.I.G. (A&M)	25	75	Ugly	THE NOTORIOUS B.I.G. (A&M)

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LAST WEEK THIS WEEK 2 WEEKS AGO	TITLE PRODUCER (SONGWRITER)	IMPRINT & NUMBER/PROMOTION LABEL	Artist	PEAK POSITION	LAST WEEK THIS WEEK 2 WEEKS AGO	TITLE PRODUCER (SONGWRITER)	IMPRINT & NUMBER/PROMOTION LABEL	Artist	PEAK POSITION
1	1	FAMILY AFFAIR © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Number 1 Jive Records	1	51	52	UGLY © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Bubba Sparxxx Jive Records	16
2	2	U GOT IT BAD © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Usher Jive Records	2	61	60	STANDING STILL © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Jewel Jive Records	52
3	4	HOW YOU REMIND ME © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Nickelback Jive Records	3	63	71	I'M TRYIN' © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Trace Adkins Jive Records	53
4	3	HERO © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Enrique Iglesias Jive Records	3	54	41	SMOOTH CRIMINAL © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Alleea Ann Fann Jive Records	73
5	6	TURN IT UP THE LIGHT © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Nelly Furtado Jive Records	5	57	47	I'M A SURVIVOR © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Geri Brooks Jive Records	56
6	8	LIVIN' IT UP © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Ju Rule Featuring Case Jive Records	6	58	64	DANCE WITH ME © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	112 Jive Records	39
7	6	I'M REAL © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Jennifer Lopez Featuring Ja Rule Jive Records	1	59	70	GOOD MORNING BEAUTIFUL © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Steve Holy Jive Records	59
8	9	DIFFERENCES © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Glenn Jones Jive Records	1	60	71	ROLL OUT (MY BUSINESS) © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Lendrin Jive Records	60
9	13	GET THE PARTY STARTED © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Peak Jive Records	9	61	78	HOT SHOT DEBUT © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Craig David Jive Records	61
10	9	FALLIN' © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Alicia Keys Jive Records	1	62	79	7 DAYS © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	No Doubt Featuring Bobby Kim Jive Records	62
11	11	GONE © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	N Sync Jive Records	11	63	80	HEY BABY © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Leahus Jive Records	63
12	10	ONLY TIME © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Eyes Jive Records	10	64	81	WISH YOU WERE HERE © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	DMX Jive Records	60
13	12	EMOTION © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Destiny's Child Jive Records	10	65	82	WHO WE BE © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Jay-Z Jive Records	6
14	21	WHENEVER, WHEREVER © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Shakira Jive Records	14	66	83	IZZO (H.O.V.A.) © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Tim McGraw Jive Records	38
15	16	SUPERMAN (IT'S NOT EASY) © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Five for Fighting Jive Records	15	67	84	ANGRY ALL THE TIME © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	U2 Jive Records	52
16	18	I DO I © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Creed Jive Records	16	68	85	STUCK IN A MOMENT YOU CAN'T GET OUT OF © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Sealed Jive Records	68
17	22	MY SACRIFICE © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Shined Jive Records	17	69	86	LOVE OF MY LIFE © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Brian McKnight Jive Records	51
18	15	IT'S BEEN AWHILE © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	City High Featuring Eve Jive Records	19	70	87	BREAK YA NECK © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Busta Rhymes Jive Records	70
19	20	CAMELO © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Ju Rule Featuring Ashanti Jive Records	20	71	88	WITH ME © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Lonestar Jive Records	70
20	31	ALWAYS ON TIME © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Aaliyah Jive Records	14	72	89	WRAPPED AROUND © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Brad Paisley Jive Records	72
21	14	ROCK THE BOAT © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Jay-Z Jive Records	17	73	90	GOODBYE © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Lee Greenwood Jive Records	16
22	19	GIRLS, GIRLS, GIRLS © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Nelly Jive Records	23	74	91	BRING ON THE RAIN © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Jo Dee Messina With Tim McGraw Jive Records	75
23	30	#1 © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Aaron Tippin Jive Records	24	75	92	AM TO PM © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Christina Milian Jive Records	37
24	27	WHERE THE STARS AND STRIPES AND THE EAGLE FLY © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Fast Joe Featuring Kelly Jive Records	25	76	93	WHERE I COME FROM © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Alan Jackson Jive Records	24
25	34	WE THROGG © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Alicia Keys Jive Records	26	77	94	ON A NIGHT LIKE THIS © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Trick Pony Jive Records	67
26	42	A WOMAN'S WORTH © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	The Calling Jive Records	27	78	95	CONTROL © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Puddle of Mudd Jive Records	48
27	35	WHEREVER YOU WILL GO © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Toby Keith Jive Records	28	79	96	DIDDY © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	P. Diddy Featuring The Neptunes Jive Records	66
28	29	I WANNA TALK ABOUT ME © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Michelle Branch Jive Records	12	80	97	FROM HER MANA (MAMA GOT A*) © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Jay-Z Jive Records	81
29	17	EVERYWHERE © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Pony Poole Jive Records	25	81	98	BROTHER © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Angie Stone Jive Records	82
30	25	RAISE UP © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Lithuania Jive Records	32	82	99	YOU ROCK MY WORLD © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Michael Jackson Jive Records	10
31	26	HANGING BY A MOMENT © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Leony Kravitz Jive Records	35	83	100	DO U WANNA ROLL (DOUTLE THEME) © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	R.L. Snuggs Jive Records	84
32	49	BUTTERFLIES © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Briny Spoons Jive Records	37	84	101	THE STAR SPANGLED BANNER © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Whitney Houston Jive Records	86
33	72	SON OF A GUN © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Jay-Z Jive Records	38	85	102	WHAT AM I GONNA DO © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Tyrese Jive Records	87
34	25	DROPS OF JUPITER (TELL ME) © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Jay-Z Jive Records	39	86	103	YOUNG-N (HOLLA BACK) © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Faloutsos Jive Records	71
35	39	DIG IN © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Paul Simon Jive Records	38	87	104	FEELIN' ON YO BOOTY © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	R. Kelly Jive Records	36
36	27	I'M A SLAVE 4 U © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Alto Jackson Jive Records	39	88	105	WHAT IF © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Deftones Jive Records	80
37	30	YOU GETS NO LOVE © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	3 Doors Down Jive Records	34	89	106	FATTY GUY © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Lendrin Jive Records	90
38	29	BE LIKE THAT © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	David Ball Jive Records	41	90	107	DON'T YOU FORGET IT © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Glen Lewis Jive Records	91
39	53	RIDING WITH PRIVATE MALONE © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	George Strait Jive Records	42	91	108	COMPLICATED © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Carsley Brown Jive Records	59
40	52	RUN © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Blz Cantrell Jive Records	43	92	109	I WOULDO'VE LOVED YOU ANYWAY © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Travis Jive Records	44
41	34	HIT 'EM UP STYLE (OOPI'S) © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Eve Featuring Gwen Stefani Jive Records	22	93	110	THE SINGS GOING ON © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	All Star Tribute Jive Records	26
42	36	LET ME BLOW YA MIND © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Maxwell Jive Records	22	94	111	TAKE YOU OUT © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Luther Vandross Jive Records	27
43	26	LIFETIME © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Linkin Park Jive Records	66	95	112	CRAWLING © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Lake Rose Jive Records	79
44	62	IN THE END © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Craig David Jive Records	15	96	113	CAN'T FIGHT IN THE MOONLIGHT © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	112 Jive Records	71
45	32	FILL ME IN © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Mr. Cheeks Jive Records	48	97	114	EVERY OTHER TIME © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	112 Jive Records	44
46	58	LIGHTS, CAMERA, ACTION! © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Travis Jive Records	39	98	115	BAD DAY © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Fuel Jive Records	64
47	43	LOVE OF A WOMAN © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Backstreet Boys Jive Records	28	99	116	ANGELS IN WAITING © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Tammy Cochran Jive Records	73
48	39	DROWNING © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Backstreet Boys Jive Records	28	100	117	ANGELS IN WAITING © 1999 JIVE RECORDS INC. A JIVE RECORDS RELEASE	Tammy Cochran Jive Records	73

Radio Cutbacks

Continued from page 3

decisions. At least two executives say they have been asked to renege their budgets for better left-tightening and were still in the process of finding out what level of cutbacks had to be made and then deciding who to cut.

Staff cuts—which one OM likens to “losing family”—have taken place at such other megastations as Infinity—which recently put adult top 40 WBXX Boston PD Greg Strassell in



MICHAELS

charge of older WODS—and at such small operations as Fisher and Jouett. Megaheads Group in many layoffs have been either on-air talent or behind-the-scenes positions, the cuts have also claimed programming honchos John Gehron and Dave Dillon at Infinity and Journal, respectively. And Emmis, which has had layoffs in Norfolk, has instead cut employee salaries across the board by 10%, offset by a 10% Emmis stock award.

1991: A GOLDEN YEAR?

With comparisons between today's post-'87 11 advertising slowdown and radio's late '80s/early-'90s fiscal crisis, broadcasters paint today's economic climate as the most dire they have ever experienced. Clear Channel/Denver director of FM programming Mike O'Connor says, "I programmed during the Gulf War in Norfolk, Va., when half the population cleared out, and I thought that was a tough time for radio. That feels like the golden era compared to what we're in now."

The recession of a decade ago forced cutbacks as well, but broadcasters say things are different this time, partially because of consolidation, which was already claiming radio jobs even in healthy financial times. Dillon says, "From 1988 to 1991, I don't remember there being a time when you could get a radio station business at that time. As a PD, those cuts went along the lines of, 'There is no TV [advertising] this [ratings] book, and you won't be doing that music test. Instead of three sales assistants, we're going to have one.' They were smaller cuts, because it was a much more competitive business."

"Now, people can offer diversity with huge economy of scale," Dillon continues. "Then, we were only in a recession. Now, we're headed for a

recession, we have the events of Sept. 11 coupled with consolidation. On top of it all, radio is one of those 'me too' businesses. When consolidation first happened, there were no models to follow. Now that consolidation is the norm for the next wave, there is a model."

HARD TO SAY

Gehron agrees. "You have consolidation going on and people trying to figure out what is the best way to manage their clusters, and you have a bad economy. It's hard to say what is restructuring for consolidation and what is the response to the economy."

Dillon says, "I was completely surprised by the elimination of my position. The cuts at Journal at the local-station level have been as opposed to other companies. When they looked for economies, it was cutting marketing budgets—not people. I was told it was a corporate expense reduction, certainly based on soft advertising revenue. A lot was precipitated by what happened Sept. 11."

MORE BANG, FEWER BUCKS

PDs are now wrestling with how to move forward without some of their players on board. At top 40 WOLT Chicago PD Rod Phillips says WOLT is "not a bad situation." PD Jeff Cochran exit, with those duties going to the staff of jazz sister WNUA. And Phillips thinks there will be further consolidation, as Clear Channel's five Chicago stations—now at separate sites—are continuing to share property. Clear Channel/Norfolk, Calif., OM Cory Michaels—who lost his morning host and his night jock on country KOTM and also had to cut that station's afternoon jock back to part-time duties—says, "It's a weird economic time. WOTM is fine, it has a lot of heritage, but it's going to change the way it does things. I'm back on mornings now, which I did for six years. As community-involved as we are, I have to look at how to be the community station with fewer players on the field. The way we're going to survive is with good radio, do what's best for the community, and be profitable. I need to find out how to do those things in a new atmosphere."

DO WHAT NEEDS TO BE DONE

Michals says there will be enough staffers to do what needs to be done. "We have a lot of commitments, and we're still going to do it. How we do it is going to change. We're still going to do the holiday food drive and the toy drive, but we just have to be a little strategic in how we do them. All the stations work together so well now. The growing pains of consolidation for this cluster are over. When we have events, we'll share staffs and have sales people offering support," he says.

Gehron, an outspoken advocate of consolidation in recent years, remains optimistic. "There are many people left in our business who can handle more than one radio station. We focus at times like this on the

people who will be left go, but there are a lot of people who are getting more responsibility and thriving on it," Dillon agrees. "People learn when you ask them to multi-task."

Phillips says that WKSC was unscathed because it's a new station that's still ramping up, but he admits that having staffers cut at sister stations in the market "certainly affects your morale."

RALLY THE TROOPS

Clear Channel/New York market manager Andrew Rosen says, "The most important thing is being honest with your employees."



ALLAN

To that end, he and his team have always done "state of the station" meetings every four to six months. This time, he says, will be no different. "I'm going to be with the management team to our stations and talk about what happened in the marketplace and how we were able to keep cuts to a minimum." And then he'll tell staffers what they're the tough questions. Rosen says it's key that management be available and candid. "If you're honest with people, then people say, 'I get that.'"

Clear Channel/Philadelphia VP/GM Dave Allan says, "You have to make sure that the people who remain are as effective as those who were laid off. These staffers are usually expected to do more work for little or no more money. You can't say to them, 'You should be glad that you didn't get let go.' Instead, you have to rally the troops to have more confidence in themselves and the company and tell them that we have to move on."

In spite of the recent cuts, Michaels really high. "The staff morale is really high. It's important [that] whatever changes were going to happen happened at themselves and the company and tell them that we have to move on."

THIS IS THE NEW NORMAL

Many PDs doubt that shifts left empty in these cutbacks will be filled once the economic picture improves. Dillon says, "I don't think all these positions will be brought back. I can't say everybody has cut muscle and bone. But I certainly hope that these jobs will be brought back. It's difficult to run like this permanently."

Michals says, "I've got to look at the pieces I have now, who I have in place, and how to win with those people. If I say, 'Just get through this time' and then can't hire more people later, that's a let-down. We have some great people still in place for the future. If we're able to hire staff back down the line, that's a windfall."

Phillips says, "A lot of people have asked if this is a temporary thing. Six months to a year from now, this is the structure we will work with."

PDs also seem just how much talent is being cut loose in these layoffs. Phillips says, "They're making some gut-wrenching, tough decisions on people with phenomenal talent. Can you imagine Kelly being let go? The good folks will find jobs, and hopefully they won't go across the street and kick our ass."

A CAUTIONARY WORD

Allan has a cautionary word for the "state of radio." "We have to make sure we are not putting ourselves in a position where this can happen again," he says. "In moving on, I have to caution companies in how they do business in good times. Although I don't believe that our cluster was overstuffed, you do get into situations in great

economies where along the way we may hire one or two extra people to do jobs that were previously done by one person."

"We have to prepare ourselves for bad years instead of good," Allan continues. "When you are prepared for bad years, then you can withstand them better. These are publicly traded companies. It's probably better to have only the number of people on staff that are going to be evaluated as necessary at all times."

Angela King is a reporter with Airplay Monitor, Dana Hall is managing editor of R&B Monitor, Marc



GEHRON

Schiffman is managing editor of Top 40 Monitor, and Bram Teitelman is managing editor of Rock Monitor.

NEWSLINE...

The Federal Trade Commission (FTC) expects to release before Christmas its updated report on the entertainment industry's marketing of violent product to children. Its deadline was initially set for mid-November, but its release has been hampered by other FTC projects. According to a source at the commission, the update "will not have the scope of the initial [September 2000] report but will be larger than the first follow-up report last April." The last report praised efforts by the video-games industry for updating warning labels but came down hard on the record industry's reluctance to follow an FTC suggestion to withdraw ads for stickered product from kids' magazines and broaden the scope of its voluntary parental advisory label program.

BILL HOLLAND

BMI has agreed to an interim license agreement for radio stations that simulcast on the Internet (*Billboard Bulletin*, Nov. 29). Under the deal, radio stations with a BMI blanket license will pay 1.66% of their Internet revenue (or a minimum annual fee of \$259)—the same as the interim rate for terrestrial broadcasts. The interim fee, which is subject to annual increases based on the Consumer Price Index, is retroactive to 1997. BMI and the Radio Music License Committee (RMLC) are involved in proceedings in U.S. District Court for the Southern District of New York to determine final rates for broadcasts and simulcasts and whether there should be a separate license for streamed content. BMI seeks separate licenses, with fees of 1.8% of gross revenue for both media. According to BMI, the RMLC does not want a separate license or fee for simulcasts.

ERIK GRUENWELD

Blackground Records has joined the Universal Records family. Under the terms of the agreement, Universal Records will press and distribute Blackground's product, and provide some marketing, promotion, and sales support, with Blackground retaining its own staff. No financial details were revealed. The move comes just weeks after Blackground ended its joint venture pact with Virgin Records (*Billboard Bulletin*, Nov. 16). That deal was estimated to be worth \$15 million when it was announced in August 2000. "I am very happy to be working in the presence of Doug Morris and Universal," Blackground founder and CEO John Blackground says. "It's a very great transition for my label and artists." Besides the Aaliyah, Blackground's R&B and hip-hop roster includes Tank and Timbaland & Magoo. Among the first releases expected under the Blackground/Universal banner are an Aaliyah project and a sophomore Tank album.

GAIL MITCHELL

Latin Fusion

Continued from page 3

singing a techno/mariachi track that crossed over to all Latin radio formats; Celso Piña's *El Rebelde del Acordeón* (WEA Latina), an album for which Piña, Mexico's best-known vallenato artist, joins forces with a series of Latin rock stars; and Azul Azul's *El Sapo* (Sony Discos), an unabashed mix of facile populism with dance beats.

More recently, a host of Latin rockers recorded an homage on Fonovisa to *nortieño* legends Los Tigres del Norte—a group whose greatest hits are based on the social reality that surrounds them, from the dangers of crossing the Mexican border to the uncertainty of life in "El Norte."

"We are definitely betting on these rhythms because we see the potential," EMI Latin USA president/CEO Jorge Pino says. "It's not something we're hoping for. We've already seen the results."

LONG-TERM POSSIBILITIES
Perhaps the best example of the long-term possibilities of radical fusion is EMI artist Carlos Vives, a TV soap star-turned-singer who took the vallenato—possibly the most popular music of his native Colombia—and made it a mix of pop and rock'n'roll. Ten years after his celebrated recording debut, Vives recently topped the *Billboard* Top Latin Albums chart with *Déjame Entrar*, his latest outing on EMI Latin.

Mixing genres would seem only natural when people are exposed to a wide variety of music. This is the case in Latin America, where parties, dance clubs, and bars tend to play



everything from rock and pop to mariachi, salsa, and *cumbia*.

By the same token, within the more rigid social structures of the region, certain music is equated with certain social classes. And until recently, those willing to mix and match were mostly rockers—including Maná (with its *murga* folk form), and Mexico's Café Tacuba (with virtually every sub-genre of regional Mexican music)—who would insert one strain or another into sporadic tracks.

Full plunders were rarer and, more often than not, only reached niche markets. "Because of the way local music is projected in our countries, niches are created," Vives says. "In my case, as a singer who was a TV actor, I was supposed to do other kinds of music. But we didn't break the molds. In the U.S., all music that's considered contemporary is born out of the local sub-culture."

EMI's Pino, who recently created the New Alternativa—an initiative designed to develop and market EMI's alternative acts—sees fusion taking off in part because the U.S. is a culture of fusion and because Spanish radio seems more will-



'When we first started to play together, we'd think we were doing something very hard rock and heavy. Then my mother would come in and say, "Oh, what a pretty little cumbia."'

—JOSELO RANGEL, CAFÉ TACUBA

ing to play different music. "We are Latinos, but we live in the States," Pino says. "And I think young people want more. They want more from different genres of music."

MORE ACCIDENT THAN DESIGN

Ironically, many bands that pioneered aggressive fusion stumbled upon the concept more by accident than design. Café Tacuba's Joselo Rangel says, "When we first started to play together, we'd rehearse in my mother's house, and we'd think we were doing something very hard rock and very heavy. And then my mother would come in and say, 'Oh, what a pretty little cumbia,' or 'What a nice little bolero.' Even if you think you're the Rolling Stones, at heart you're Los Tigres del Norte or Vicente Fernández."

Café Tacuba, which won a Latin Grammy last year, is considered one of the premiere Latin rock bands and a pioneer in bringing together contrasting genres—from folk to techno—via such hits as "Chilanga Banda" and "La Muerte Chiquita."

Today, the mixes have all ranges subtlety. Take Thalía, who recorded her biggest

hits with the traditional banda of her native Mexico, a brass ensemble that does not have any electronic elements and is considered part of the essence of Mexican popular music.

Producer/arranger Adolfo Valenzuela, who worked with his brother Omar on Thalía's banda album, says, "In Mexico, there was a problem of social class. The upper class listens to pop, the middle and lower classes listen to regional Mexican."

"It's not that obvious in the U.S., because here, the social differences between Latinos are not that big," Valenzuela continues. "And now, some people are making an effort to join these social classes—musical elements shouldn't be separated—and that's why you see this music."

Thalía's album is viewed by many as an "easy" out: plunk pop hits with a banda accompaniment and you have sales assured—both in Mexico and the U.S., where regional Mexican music outsells every other Latin genre by far.

On the other hand, the disc works because Thalía is a major, established pop star. As such, she can extrapolate. "I spent my entire adolescence listening to banda with my friends," she says, explaining her decision to record with banda. "And on the other hand, my life has changed drastically since I've been living in the U.S., and everything holds a terrible nostalgia. . . . Losing your customs, your friends."

In an effort to sound authentic, Thalía recruited the Valenzuelas—who have long worked with the respected Banda el Recodo—and made

(Continued on next page)

Latin Radio Gradually Grows Receptive to 'Alternative' Sounds

Puerto Rico's Cosmos 94, Miami's Salsa 98, Multi-Market Superestrella Network, and L.A.'s Viva 107 Among Adventurous Outlets For Music

BY LEILA COBO

MIAMI—Latin record labels have long lamented the rigidity of Spanish-language radio formats in the U.S. But in the past year, some stations have been gradually opening their airwaves to more alternative sounds, understanding that "alternative" is an ambiguous term that encompasses everything from dance to rock and more upbeat pop.

"Before, we encountered great resistance to getting this music played," says EMI Latin USA president/CEO Jorge Pino. "Now, some key stations have opened up."

These include WCOM (94.7 FM, Cosmos 94) in Puerto Rico, formerly a top 40 station that switched to 24-hour rock and pop last spring.

Cosmos' switch came after the station determined it wanted to reach listeners aged 18-34 and it conducted a study to determine what format was

needed to win over that demographic.

"Puerto Rico is moving toward specialization," Torres told *Billboard* last summer. "We found an opportunity to move into pop and rock in Spanish."



dance tracks, a strategy which, in the past year, has essentially doubled its ratings, according to HBC programming director David Gleason. New York City's WCAA (105.9 FM, Latino Mix) does something similar.

The widest-reaching effort is the Entravision-owned Superestrella network, which programs rock and pop and originated at KSSE (95.7 FM) Los Angeles. It has affiliates in six more markets, including Chicago and Las Vegas.

"I think bands who are into fusion hit on radio," says Superestrella PD Nestor Rocha, noting the success of such acts as Shakira, Maná, and Jaguares, which frequently use mariachi in their music.

Superestrella's current playlist includes Paulina Rubio, La Oreja de Van Gogh, Joselito, Carlos Vives, and Jaguares in top rotation.

At Los Angeles' KLYM (107.1 FM, Viva)—which also plays pop and rock—top-rotation acts include Enrique Iglesias, Shakira, Paulina Rubio, and OV7, but further down, one can also find La Mosca Tse Tse and King Chang.

Latin Fusion

Continued from preceding page

an album that has sold well and proved appealing both to regional Mexican and pop audiences who do not seem turned off by the singer's new look or sound.

"In all my soaps, my characters have always been very real, very *pueblo* [of the people], very *raza* [the common race]," she says. "They get the opportunity to expand, but they're Cinderella characters. And I've always had very direct contact with my audience. They don't see me as unattainable."

Making the transition from

pop to populist—or vice versa—is a proposition audiences find easier to accept when the artists involved are viewed as authentic in whatever their original genre was. Marco Antonio Solís, for example, a romantic *gruper* and former leader of Los Bukis, is now one of Latin pop's biggest-sellers in the U.S.

"They have to be leaders in what they do," says Nestor Rocha, PD for Los Angeles radio station La Superestrella, which programs more adventuresome pop, including remixes of well-known banda tracks. "When they get so big, even the people who only like

pop or salsa recognize the music. They've already crossed on their own. So they can record their own fusions to hit in other kinds of markets."

Take Los Tigres del Norte, a norteño group with audiences



in every realm, who ended up being invited to jam with rockers Todos Tus Muertos during a promotional tour in Argentina. The experience spawned the idea

of recording a rock homage to Los Tigres, which ultimately also involved Café Tacuba, Maldita Vecindad, and El Gran Silencio, another group that has long been playing eclectic fusion.

"We were all born with norteño music," Gran Silencio band member Ezequiel Peña says. "They allowed us to choose the track we wanted, and we settled for 'America,' because it talks about how we're all American. It's like a Tigres del Norte hymn made for us."

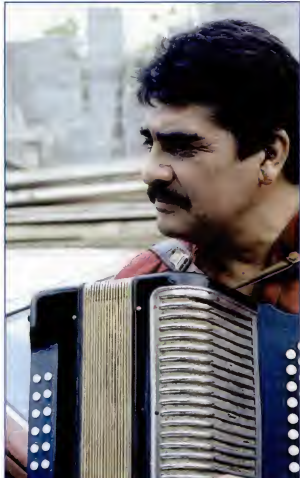
THE LATIN DICHOTOMY

El Gran Silencio, which plays a mix of rock, cumbia, and *gruper* music, embodies the dichotomy felt by many Latin rock bands. "Sometimes we feel very popular, like *grupos*," Peña says. "And sometimes we feel very rock. For us, being rockers is more attitude than a musical style. And when we play, we get both rockers and people with hats in the audience."

At the heart of El Gran Silencio is the notion that they are of the people, a concept that comes out in the lyrics of their songs and to which they play up, to the extent that their latest album is titled *Chúntaros Radio Poder*. Although the term "*chúntaro*" refers to someone uninhibited and real, it also alludes to the tackiness of country bumpkins in a big city. (Picture Kid Rock in Mexico.)

El Gran Silencio's rocking mix of vallenato and cumbia has largely been inspired by the music of Celso Piña, a Mexican who's dedicated his 20-year career to playing Colombian-style vallenato who is, perhaps, this year's most surprising fusion success story.

Piña, who is something of a legend in his native Monterrey in Northern Mexico, was not a big seller until his label came up with the idea of a duet with El Gran Silencio as a way of



"Music is music, and I think you can mix anything you want, as long as it comes from the heart and you keep it within certain parameters."

—CELSE PIÑA

boosting sales.

"I told him, 'We have to do something crazy,'" says Miguel Trujillo, now VP/GM of EMI Latin's regional Mexican and tejano division, but who was managing director of Warner's regional Mexican division in Monterrey at the time. "And as more [rock] bands found out about the project, they also wanted to participate."

The album, titled *Barrio Bravo*, also features Café Tacuba and Control Machete, whose guest rapping paved the way for Piña to finally get played on U.S. pop radio.

"I wanted my style, but they wanted their style," Piña says. "And they said, 'Can we add synthesizers and electric violins?' And I said, 'Put anything

you want, just respect the accordion, *caja*, and *guacharaca* [the typical instruments of Colombian vallenato]."

"Music is music," Piña continues, "and I think you can mix anything you want, as long as it comes from the heart and

you keep it within certain parameters."

And although Piña's success has further opened the door to other types of music and fusion, the essence

of the mix remains basically unchanged.

"I've always said that the big cities feed off the provinces," Vives says. "We may concentrate more on working steel and concrete, but the country will always be a source to feed the soul."



"I spent my entire adolescence listening to banda with my friends. And on the other hand, my life has changed drastically since I've been living in the U.S., and everything holds a terrible nostalgia."

—TRALLA

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LeAnn Rimes

Continued from page 3

the age of 12, Rimes has made the surprising decision to re-sign with the label that launched her into stardom.

"I am looking forward to continuing to evolve creatively and professionally as an artist, but more important, I am really excited to be able to share my new music with the fans," Rimes tells *Billboard* exclusively.

Rimes has been working on a new project with songwriter/producer Desmond Child, which Curb hopes to release next year.

"We're thrilled that we've come to a new agreement with LeAnn and anxious to start a brand-new chapter in our relationship," Curb Records founder and chairman Mike Curb tells *Billboard*.

In November 2000, shortly after turning 18, Rimes filed a lawsuit seeking to terminate the recording contract that she and her parents signed with Curb in 1995 (*Billboard*, Dec. 2, 2000). In a statement posted on her Web site in February, Rimes said "the terms of the contract were never properly explained to me" when she signed it as a child and that she was seeking a new deal "that would be fair both to me and the record company."

Curb has released two Rimes albums since the suit was filed: *I Need You* and the recently issued patriotic compilation, *God Bless America*. Those albums have sold 653,000 and 33,000 copies to date, respectively, according to SoundScan, and are currently at Nos. 49 and 51, respectively, on the Top Country Albums chart.

On Nov. 26, Rimes withdrew the last of the litigation she had filed against Curb in the Tennessee courts, clearing the way for the



CURB

new deal, the terms of which were not disclosed. Rimes has not yet settled a lawsuit pending against her father, Wilbur Rimes, who is also her former producer and co-manager. Her father's countersuit against her company, LeAnn Rimes Entertainment, is also ongoing.

Earlier this year, Rimes settled a lawsuit against her former co-manager, Lyle Walker (*Billboard*, April 7).

Neither Rimes nor Curb will discuss how their rift was mended. Rimes began referring to Curb as her "former record label" during an appearance on *The Tonight*

'I am looking forward to continuing to evolve creatively and professionally as an artist, but more important, I am really excited to be able to share my new music with the fans'

—LEANN RIMES

Show With Jay Leno in February. Then in May, while hosting the nationally televised Academy of Country Music Awards, she took numerous pot shots at the label during the show.

However, throughout Rimes' public outbursts about the label, Curb never counterattacked, nor did any member of the label's staff ever make a negative public comment about Rimes. That high-road approach likely eased the task of healing the rift.

"LeAnn's talent has no boundaries, and we're confident that her new music will exceed her tremendous accomplishments of the past," Mike Curb says.

Those accomplishments are numerous. Rimes has sold a combined total of nearly 16 million copies of her seven Curb albums in the U.S., according to SoundScan, and millions more overseas. In addition, she contributed songs to Curb's *Coyote Ugly* soundtrack, (which sold 2.7 million pieces), as well as to the Sparrow/Capitol soundtrack to the TV movie *Jesus*, which sold 175,000 pieces.

Her song "How Do I Live" is the longest-running single in the history of The *Billboard* Hot 100 chart, at 69 weeks to date. That song also made Rimes the first country artist to earn triple-platinum certification for a single from the recording Industry Assn. of America.

Rimes has won three Academy of Country Music Awards, two Grammy Awards, an American Music Award, the Country Music Assn.'s Horizon Award, and The *Billboard* Hot 100 award. She is currently an American Music Award nominee in the favorite adult contemporary artist category.

A genre-bending artist, Rimes' songs have charted on the *Billboard* country, top 40, AC, and contemporary Christian charts.



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Hats Off. Daniel Rodriguez—New York City's "singing cop"—has signed a record deal with Capitol-EMI's Manhattan Records. The label's first release is his recording of "God Bless America," which includes an introduction from New York City mayor Rudolph Giuliani. Daniel has appeared on a host of TV talk shows and has sung at Yankee Stadium. His full-length album, *The Spirit of America*, is due Jan. 9; all profits will be donated to the Twin Towers Fund. Pictured at the contract signing are, from left, Manhattan VP Ian Ruffini, Rodriguez's producer Tom Scott, Rodriguez, Manhattan VP Ari Mardin, and Bruce Lundvall, president of Capitol classics/jazz and Manhattan Records.

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Faith & Hope

Bad Boy recording artist Faith Evans recently appeared on *The Ananda Lewis Show* to discuss the talk show host's topic of the day: women who compromise themselves to keep men around, and the resulting lessons in love. Evans, whose new album, *Faithfully*, hit No. 2 on top R&B/Hip-Hop Albums, performed the single "You Gots No Love"—about a man playing with her emotions—and reflected on her own life and recent second marriage. Pictured, from left, are Evans and Lewis.



Carter For A Cure

A host of teenage celebrities gathered at Santa Monica, Calif.'s Barker Hanger for the Bogart Backstage on Tour for a Cure fund-raiser to benefit the Nell Bogart Memorial Fund, which funds pediatric cancer, AIDS, and leukemia research at the Los Angeles Children's Hospital. Among those signing autographs and performing were Aaron Carter (pictured), *Malcolm* in the *Middle*'s Frankie Muniz and Justin Berfield, *Dawson's Creek*'s Meredith Monroe, and Mary-Kate and Ashley Olsen. In all, the fund has raised \$1.5 million in 2001, along with a total of more than \$150 million over the past 25 years.

The Billboard BackBeat

EDITED BY CHUCK TAYLOR

Toy Story: Martin Bandier



Amid the graciously appointed midtown offices of Martin Bandier, chief executive and chairman of EMI Music Publishing in New York City, are an impressive array of mementos from some 30 years in the music business. There's a framed, handwritten note on Las Vegas Hilton stationery from Elvis Presley. A personally signed copy of Carole King's quintessential *Tapestry*. And then there is the 6-inch rubber hamster holding a plastic rose, whose neck and arms bob back and forth as he sings the Partridge Family's "I Think I Love You."

The latter is just one in a collection of more than 100 toys of all dimensions, materials, and intentions that play music—a true reflection of mixing business with pleasure, since each of them features a song in the EMI publishing catalog.

"We're in the business of music publishing, which doesn't rely on a single source of business," Bandier explains. "The recorded music side accounts for only about 55% of our business. So there's also a whole bunch of miscellaneous things—like these."

Bandier's collection was founded as a way to illustrate what his business is about: "Analysts, shareholders, and journalists were always confused about what we do. They figured it was about sheet music. That's about 1% of our business. So I started to collect these things that play our music."

Bandier thinks the first item in his collection was a freaky-look-

ing mask that plays the Troggs' "Wild Thing." It's joined in his office by other such novelties as a skeleton dancing to Rick James' "Super Freak," a rocking Tweety Bird that sings the Supremes' "Baby Love," and—one of his favorites—a foot-high plastic golf bag with clubs that dance up and down the Fine Young Cannibals' "She Drives Me Crazy."

"Some of these are real cute, but others, I just wonder who in the world is going to buy them," Bandier says.

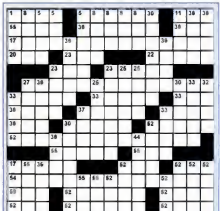
Case in point: a cardinal in a plastic birdhouse whose beak mouths the Carpenters' "Sing."

The most popular among the genre is an Ernie doll from *Sesame Street* that sings Bobby Darin's "Splish Splash," which Bandier says has sold worldwide into the millions. And EMI's most-licensed song of all time: "Over the Rainbow," which flows from almost a dozen *Wizard of Oz*-related items in his collection.

"We're a penny business," Bandier says. "We don't make \$3 and \$4 on every record we sell. We make minuscule amounts on a huge volume—that's how it works."

As to how his fellow high-ranking colleagues react to Bandier's eyebrow-raising collection, he says with confidence, "There isn't a person I know who doesn't love it. Honestly, I think most of them are jealous." To which he raises a ceramic beer stein that happily chimes "We Are the Champions."

CHUCK TAYLOR



'YOU LEARN'

- by Matt Gaffney
- Across**
- 1 Jazz bassist Herbie
 - 5 Word on many drum sets
 - 11 Close kn, for short
 - 14 Texas bluesman & the Howlers
 - 15 Classical guitar master Sogno
 - 16 Gold n' Quintana
 - 17 Otha bluesman "discovered" in the early 1950s, when he was in his 60s
 - 20 Sulfur for carbohydrates
 - 21 Middle name in jazz
 - 22 Wrong note
 - 23 Plastic ___ Band
 - 24 "En ___"
 - 27 Country legend who died at age 29
 - 33 Overflows with
 - 34 Big name in banking
 - 35 Tend to the garden
 - 36 "...not a sudden nobody... will do" ("A Chorus Line")
 - 37 Humidities
 - 38 Color Me ___
 - 39 "...mo
 - 40 Corporal punisher
 - 41 Island where 28-down lived
 - 42 and Pythagoras was born
 - 43 Tracy Chapman's "Crossroads," for instance
 - 44 Proper finales
 - 46 Have some reggae
 - 47 Billy Joel's "That's Not Her"
 - 50 Cold weather
 - 51 "I would be him, if I were" (Liza Minnelli)
 - 52 "1950s vocal group that heavily influenced the Beach Boys"
 - 53 Vote in the house
 - 54 "A Bird" (1950s Beatles hit)
 - 55 Cat that can't chase its own tail
 - 56 Gen
 - 57 EMI's ___ "Workshop"
 - 58 British new wave band The Only
 - 59 "Mr. ___" (Jim Morrison)
 - 60 development
 - 61 Stern mail
 - 62 Second word of a Beatles #1 hit
 - 63 "I Was A Very Good ___" (Paul & Mary)
 - 64 We wrote "Puppy Love" for Annette
 - 65 Funiculi
 - 66 7,500 years ago
 - 67 Boppos crater
 - 68 Language of sex
 - 69 "...a best
 - 70 Elvis' "Traveler" album that featured "Hook"
 - 71 1960s jazz label
 - 72 Former "Bikini star Jay"
 - 73 "Puggies" sounds
- Down**
- 2 Not Har ___
 - 3 Utah city
 - 4 A-ha's "Take ___"
 - 6 Some actress
 - 7 He used Fabby
 - 8 "Prase You" while campaigning
 - 9 Fuses the outcome
 - 10 First word of a Beatles #1 hit
 - 11 Failed storyteller
 - 12 Kind of patch
 - 13 Sea World name
 - 14 Destroyed city of the Bible
 - 15 1961 Best Picture nominee
 - 16 Actress Harper
 - 17 Sha's nobility
 - 18 #1 down for 41
 - 19 an impression
 - 20 Can't talk straight
 - 21 Prelix with "note"
 - 22 Hatt, as
 - 23 She's nobility
 - 24 Can't talk straight
 - 25 Prelix with "note"
 - 26 Hatt, as
 - 27 She's nobility
 - 28 Can't talk straight
 - 29 Prelix with "note"
 - 30 Hatt, as
 - 31 She's nobility
 - 32 Can't talk straight
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 - 52 Can't talk straight
 - 53 Prelix with "note"
 - 54 Hatt, as
 - 55 She's nobility
 - 56 Can't talk straight
 - 57 Prelix with "note"
 - 58 Hatt, as
 - 59 She's nobility
 - 60 Can't talk straight
 - 61 Prelix with "note"
 - 62 Hatt, as

The solution to this week's puzzle can be found on page 92.

RIM SHOTS

by Mark Parisi



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